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No. 19.

EXPORT COTTON OIL TO MEXICO.

Cottonseed oil brokers in Texas are making preparations for the exportation of cottonseed oil to Mexico, in view of the fact that the cotton crop there will be considerably smaller than last year. F. B. Weeks, of Houston, is now in the republic gathering data relative to the estimated consumption of cottonseed oil, with a view to supplying the increased demand. He is visiting various refineries and heavy consumers of the product.

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RUDDYS IN AMERICAN DRESSED BEEF.

A dispatch from Kansas City is authority for the news that John Ruddy and J. M. Ruddy, of Chicago, and John T. McNamara, of Kansas City, compose the American Dressed Beef and Provision Company, with \$2,000,000 capital, which will this week begin the construction of another Kansas City packing plant. One thousand men will be employed and the plant will be operated as an independent concern. Denial had previously been made of the connection of the Ruddys with this enterprise.

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A BIG FEEDER MARKET.

A syndicate headed by J. F. B. Sotham, the well-known Hereford breeder, has purchased a 200-acre tract of land at Kankakee, Ill., and will establish there an immense stock farm and yards for the handling of high grade Western cattle, in order to afford feeders exceptional advantages in getting good and uniform stock and also to establish a headquarters for high-bred stock where breeding stuff can be obtained by Western cattle men to raise the standard of the stock that is bred for the market on the Western ranges.

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BONUS MOVEMENT ABANDONED.

The movement to establish a packing enterprise to be backed by the livestock men identified with the National Livestock Association has received its final quietus. The late Secretary Charles F. Martin, of the National Association, was the chief boomer of the scheme, and with his death and the lack of encouragement given the plan on all sides, it has been allowed to drop out of sight. Cattlemen have shown very little willingness to take stock in such a venture, preferring to devote their energies to raising cattle for sale on the open market to whoever would pay the best prices.

HOGS AND DROUTH IN TEXAS.

The drouth in Texas has had a very bad effect upon the hog crop and the marketing of hogs in that State. With two immense packing plants at Fort Worth and big hog killing floors; it is a strange contrast to read of receipts of 24,000 hogs at Chicago and only 800 at Fort Worth.

The local packers would like to get more hogs at the Texas mart at present prices, but they are not forthcoming. Livestock conditions in that State have not been as badly affected in general as they have with swine. The drouth may prove to be costly in many ways. It certainly has affected Fort Worth pork packing.

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S. & S.' KANSAS CITY HOG PLANT.

The improvements to the S. & S. plant at Kansas City, to which The National Provisioner has referred, will be the enlargement or virtual building of a new hog plant. This extension is important in view of the fact that the Schwarzschild & Sulzberger Company has decided to enter more largely into the pork and provision trade. The concern has had a continuously increasing lard trade. This new plant would be justified by that if by no other fact. The result of this improvement of its factory facilities will be the greater prominence of the S. & S. Company on the hog market at Kansas City. This extension will soon go up. The enlargement will increase the hog-killing capacity three times its present kill.

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A MILLION POUNDS OF DIRT.

State Dairy and Food Commissioner McConnell, of Minnesota, is authority for the statement that Minnesota will this year manufacture 72,000,000 pounds of butter in her creameries. The commissioner neglected to add a few statistics in this connection. Analysis proves that every pound of butter produced contains from one to five per cent. dirt. Therefore purchasers of "Minnesota creamery" this year will have eaten, along with their dairy grease, from 720,000 to 3,600,000 pounds of plain dirt. No wonder the dairy interests are afraid of the competition of a butter substitute which is manufactured under absolutely sanitary conditions, and in which there can be neither dirt nor tuberculosis germs.

RAYFIELD VISITS NEW YORK.

John C. Rayfield, head of Swift & Company's fertilizer department, was a visitor to the New York offices of the company this week and had several private consultations with General Eastern Manager Noyes. It was reported that his visit was in connection with the project of the company to erect a fertilizer mixing plant somewhere in the vicinity of New York on tide water. Neither Mr. Noyes nor Mr. Rayfield would say anything about such a plan, but it is understood that the details are being worked out, and that several sites are under consideration.

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HAMMOND LOSES BELL.

Announcement was made last week of the resignation of K. H. Bell from the superintendency of the Hammond Packing Company. Mr. Bell had held the position for a long time and was a prominent figure in administrative packing circles. He left the service of the company on Tuesday, the first of the month. There was also a report in circulation that President Lyman would resign. Mr. Lyman declined to dignify the rumor by either affirmation or denial. The story was that he was to join forces with the new American Agricultural Packing Company, of which the presidency has been thus far left vacant.

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NEW CAN MAKING CONCERN.

The incorporation of the Consolidated Can Company, with a capital of \$500,000, to be increased later, is reported to be the first outward indication of the competition which is said to have been planned against the American Can Company by interests formerly connected with that company. The new company was chartered in New Jersey and its incorporators include F. P. Assman, T. G. Cranwell, B. H. Lasher, J. C. Taliaferro and A. W. Norton.

T. G. Cranwell, of the new company, was once vice-president of the American Company, and J. C. Taliaferro was in charge of that company's Baltimore plant. F. A. Assman, the father of F. P. Assman, was at one time president of the American Company. The new company will, it is understood, begin business with plants in Brooklyn, Philadelphia and Baltimore, and enlarge as it is able to develop new business. All of its officers are experienced men in the can trade.

THE BLOW TO BUTTERINE

There is some talk of testing the New York State pure food law as regards oleomargarine. The decision of the Supreme Court of the United States last week, preventing the use of palm oil as an ingredient in oleomargarine except in such as pays the 10c. per pound tax, was a severe blow to the industry, and it was quite unexpected. The appearance of a son as attorney in the case before a court in which his father sat as judge has a nauseating aspect. The decision is law, however, and it gives oleomargarine its severest blow.

The resort now is to uncolored butterine; that is, to such as is not artificially colored. This product has a light buff tinge, and it can be sold virtually without tax under the oleomargarine law. It is believed that this right of sale is legal in any State, the Federal superseding the State law in such a case. The New York law prohibits the sale of oleomargarine—colored or uncolored—within its borders. Eminent lawyers think that the sale of the naturally colored butterine product can be enforced. The question of a test

case is being seriously considered for early trial.

It is impossible to sell colored oleomargarine with the superimposed burden of the 10c. per pound tax. The bottom has been knocked out of the butter market itself by cheap, renovated and spurious butters. That has also helped to kill the sale of both oleomargarine and of high-grade butters. The adulteration clause of the butterine act is not being enforced by the State Food Commissioners. Some butters on the market are shameful frauds. It would help the legitimate butter trade to permit the healthful competition which the sale of oleomargarine would set up against the doctored and stuffed frauds now entering the market as genuine dairy butter.

The oleomargarine trade feels entitled at least to the free sale of its uncolored product, and able attorneys think that State lines can be no bar against the substance as interstate commerce under the Federal act. Such a bar would seem to be a stretching of the doctrine of the State police power.

"CAL" FAVORITE RETIRES

On Tuesday of this week an important change took place in the general staff of Armour & Company at Chicago. On that date C. M. Favorite, known all over this country as "Cal" Favorite, severed his official connection with the company. Mr. Favorite simply retires from active business. He wishes to spend his remaining years in private life. His robust health gives him promise of many years of enjoyment.

"Cal" Favorite has been a prominent and an active factor in the meat trade. Forty-three years ago he entered the field. At that time his father was a big meat man in Chicago. His son entered the business with him and the firm was styled S. Favorite & Son. That was on Nov. 1, 1861, just at the beginning of the Civil War. For sentimental reasons Mr. Favorite leaves his Armour connections on Nov. 1, the anniversary of his entrance into the packinghouse line.

Sixteen years after the formation of the business partnership of S. Favorite & Son, "Cal" Favorite entered the employ of Armour & Company at Chicago and has continued his connections with that company ever since. This period has extended over 27 years. He has, therefore, been in meat harness but seven years short of half a century. With the possible exception of Fred Layton, he is believed to have been longer in the meat line in this country than any other man.

Mr. Favorite has grown up in the meat line. He has seen the great growth and world-wide development of the stock yards meat industry from the mere shambles of the war period and the primitive stages of Packertown which followed the end of the war. He has seen the great city of Chicago loom up around him and the electric glare flash in upon his desk instead of the prairie light. He competed with and then joined hands with the great P. D. Armour and helped him in his noted struggles with G. F. Swift, the famous father of the dressed beef business.

He has helped to fence with "Uncle Nelse" Morris, the only surviving member of that

immortal trio at the Union Stock Yards. The whole meat industry virtually rested upon this triuvirate. The world may never see such a trio again in the history of the meat industry. Their lines were broad and well laid. Along these the industry has been safely and successfully built. "Cal" Favorite has helped in the building. His keen foresight and clear analysis of that part of the situation made him a power in his line. His genial and magnetic personality made him popular and a great force. He easily took high rank in the counsels of Armour & Company and was one of the trusted "cabinet" of Phil Armour.

Upon the formation of Armour & Company, "Cal" Favorite became a director and was known as the credit man of the huge corporation. No man has been more faithful to his desk and his employ than this indefatigable man upon whose face the burden of labor and the wheel of passing time pressed lightly. His strong frame bore the brunt of work well and leaves the retiring steward well timbered and with a strong mental reserve which will make the remaining days of his life days of pleasure—if Mr. Favorite can absent himself mentally as well as physically from his labor.

He will have a desk in the nest of busy ones at the La Salle street headquarters of Armour & Company. This will be for his private affairs and will give the boys a chance to see his tall, familiar form occasionally among them, for "Cal" Favorite was always a genuine favorite with all around him.

"NELSE" MORRIS FEEDS 30,000 LESS.

The feeder has been hit hard for three years, and he is more chary about taking hold this year than he was last. Feeds are comparatively dear, and the feeding of beef steers comparatively light. Those who closely watch the shipments of stock as they arrive at the stock yards remark as to the thinness of the beeves, beast for beast, as compared with those which came in 1901 and 1902. The grade is not there, except in a small per cent. of the cattle, and those are

dear. They will be dearer. Every market condition indicates that.

There is no rush for the feeder grade of stock. Back to the ranges they must go or be marketed at a low figure. Feeders, on a decent run, are a drug in the market. Nelson Morris is not only a close observer of livestock conditions, but he is also a close figure on profits and losses at the block. This year he is not feeding more than 20,000 head of cattle. Mr. Morris is one of the heaviest feeders in the country. His finished herd has run as high as 50,000 head in a year.

The drop to 20,000 head is significant. It is a drop for the same reasons and because of the same conditions which have caused many other large feeders to retrench, and others to go out of that line of business. Corn, cottonseed meal and hay are the chief finishing feeds. These are all high as compared with the market price of carcass beef.

BAN ON ALL PRESERVATIVES.

Pure Food Commissioner Warren, of Pennsylvania, elated by his conviction of Philadelphia dealers for using sodium sulphite as a preservative for hamburg steak, has declared himself against all preservatives for fresh meats other than ice. He will not even give his approval to the use of the infinitesimal quantity of boracic acid which the law now permits in Pennsylvania. In order that there may be no future misunderstanding, Dr. Warren will endeavor to have the Pennsylvania Legislature repeal the borax provision and put an absolute ban on all preservatives.

"I do not think that so-called fresh meat should have to be preserved by the most infinitesimal quantity of boracic acid or any other drug," said Dr. Warren. "I consider the entire idea of drug preservatives dangerous and contrary to the spirit of the law."

It is said that the Philadelphia dealers convicted of using sulphite will fight the case in the Supreme Court, being determined to get a final judgment on the legality of the kind of preservative used by the meat dealer.

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WRITE FOR LEAFLET NO. 22, 343.

NORTHERN ELECTRICAL MFG. CO.
ENGINEERS MANUFACTURERS
Madison, Wis., U. S. A.

THE TALLOW SITUATION

The present positions of the tallow markets of the country are in sharp contrast to those had a few weeks since. Instead of activity and excited prices there are now slacker tendencies all around, with slackened interest of all buyers in them.

While Europe has done very little in the way of trading in the tallow in this country in the period of changing prices for it, yet it has tended, in the developments of its market conditions, to the briskness and reactions from it, as concerns the degree of activity at all of our Eastern and Western markets.

There had been for some time before the last two or three weeks apprehensions of our home consumers of the tallow that the English and continental markets would at length compete for the supplies of tallow upon our markets; and notwithstanding the fact that our home soapmakers felt that prices of the tallow were rather high as compared with actual and possible market conditions for their manufactured goods, yet they realized that if exporters began buying the tallow in this country that its market condition would be more against them.

Therefore, there was a few weeks since a line of prices for the tallow in this country as somewhat strained and as from apprehensions of foreign demand rather than that the home consumers had encouragement otherwise to meet the market conditions for the product.

But the bullish temper for the tallow market in Europe had an ending when a little while since demands from the Continent upon

England's markets subsided. Russia and Germany, both, had been impatient in getting forward supplies of tallow before the close of inland navigation in those countries. And they needed more freely than ordinarily the tallow supplies on account of the results of the summer drouth in Europe, as well as through holding moderate stocks of tallow.

As these demands recently disappeared upon the English markets the course of prices there was lower, while the easier tendency was accelerated by the late lower lard and cottonseed oil markets in this country.

There is now a very comfortable feeling among our home consumers concerning the tallow situation, as they are not fearing export demand, except at lower prices, while they are not at all hurried in buying supplies.

Nevertheless, the tallow market looks upon a very reasonable trading basis since it has been pulled down fully 3c. per lb. from its outside prices of a few weeks since, although if the foreign markets keep on in an easy drift of prices, after the decline of 6d. this week, the tone of the markets in this country would probably further slacken in favor of buyers. The tallow markets have had the additional disadvantage of comparatively low cost cotton oil, but with the recent decline in the prices of tallow and the slightly firmer tendency of the market for cotton oil the difference in the trading prices of the products is now hardly more than of an ordinary season's order.

BEEF REPORT TO BE READY

As a result of the attempt to bring the packinghouse and livestock investigation now being pursued by the Department of Commerce and Labor into politics to the disadvantage of the present administration, authoritative announcements have been made at Washington that Commissioner Garfield, of the Bureau of Corporations, will have his report ready for submission to Congress at the opening of the session next month.

A report was recently published alleging that friction had developed between the Departments of Commerce and Justice in connection with the investigation, the allegation being that the Commerce Department refused to furnish the Department of Justice with certain evidence required by the latter. The story is given denial by Commissioner Garfield, who explains that the document asked for by the

Department of Justice was not ready at the time.

The resolution under which the investigation is being conducted was passed by the House last March. It authorizes the Secretary of Commerce and Labor to inquire into the alleged large margins then said to exist between the prices of beef cattle and the selling prices of fresh beef, and whether the conditions have resulted from any combination in restraint of commerce; whether the prices have been controlled by any combination, and if so to investigate the organization, capitalization, profits, conduct, and management of the business of such concerns." It is said that the results of the investigation are not in shape yet, but that an effort is being made to have a report ready for presentation to Congress soon after that body assembles.

DEODORIZING

The New Orleans city departments are full of lawyers who are supposed to know the laws and are paid to advise upon them. In spite of this two of the departments of the city government clashed over the question of the removal of dead animals from the street. The health, police and public works departments all took a hand under the legal advice of their respective lawyers. Then some one dug up an old ordinance in "Flynn's Digest," passed in 1881, which eliminated the public works department.

The Mayor does it all. He licenses rendering plants and these remove and render dead

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animals under this permit. The police then see that the animals are removed, while the Board of Health may kick up a fuss. The city rendering plants must give a \$5,000 bond, and are liable to a fine of from \$15 to \$25 for all dead animals which are not removed before they arrive at the nuisance state.

The supposed conflict of municipal authority has given New Orleans a lot of trouble, generated many unwholesome smells and befooled much of the otherwise sanitary air. The populace there may now venture to sniff the salt air without the horror of impregnated putrefaction.

ADDITIONAL SEPTEMBER EXPORTS.

Following are figures compiled by the Bureau of Statistics, U. S. Department of Commerce and Labor, on certain exports for September, 1904, and for the nine months ending with September, 1904, as compared with the same period of the previous year. These are in addition to the export figures for meat and provisions for September, published in the National Provisioner on October 15:

Bones, Hoofs, Horns, Etc.—September, 1903, value \$9,558; September, 1904, value, \$7,271. For nine months ending September, 1903, value, \$134,067; same period 1904, value, \$160,011.

Cottonseed Oil—September, 1903, 1,267,153 gals., value, \$508,887; September, 1904, 2,188,705, value, \$674,235. For nine months ending September, 1903, 18,863,207, value, \$7,563,683; same period, 1904, 22,947,790, value, \$7,956,235.

Cottonseed Oil—Cake and Meal—September, 1903, 15,380,036 lbs., value, \$168,136; September, 1904, 34,034,475, value, \$405,632. For nine months ending September, 1903, 579,919,052, value, \$6,613,084; same period, 1904, 445,981,718, value, \$5,057,768.

Glue—September, 1903, 192,817 lbs., value, \$18,434; September, 1904, 253,463, value, \$25,070. For nine months ending September, 1903, 1,948,446, value, \$191,555; same period, 1904, 1,940,343, value, \$189,761.

Grease and Soap Stock—September, 1903, value, \$297,669; September, 1904, value, \$272,608. For nine months ending September, 1903, value, \$2,639,410; same period, 1904, value, \$2,405,855.

Hides and Skins—September, 1903, 1,184,401 lbs., value, \$122,387; September, 1904, 1,491,195, value, \$148,977. For nine months ending September, 1903, 10,289,880, value, \$998,985; same period, 1904, 22,049,686, value, \$2,202,651.

Lard Oil—September, 1903, 32,701 gals., value, \$22,198; September, 1904, 32,625 gals., value, \$19,032. For nine months ending September, 1903, 250,978 gals., value, \$202,168; same period, 1904, 264,579 gals., value \$161,657.

Lard Compounds—September, 1903, 4,312,517 lbs., value, \$302,082; September, 1904, 5,727,780 lbs., value, \$350,310. For nine months ending September, 1903, 40,826,773 lbs., value, \$3,091,538; same period, 1904, 39,232,656 lbs., value, \$2,527,008.

Mutton—September, 1903, 7,456 lbs., value, \$770; September, 1904, 78,925 lbs., value, \$6,327. For nine months ending September, 1903, 2,670,432 lbs., value, \$241,978; same period, 1904, 430,386 lbs., value, \$34,881.

Poultry and Game—September, 1903, value, \$49,565; September, 1904, value, \$32,834. For nine months ending September, 1903, value, \$1,065,629; same period, 1904, value, \$974,930.

Sausage and Sausage Meats—September, 1903, 296,977 lbs., value, \$32,280; September, 1904, 632,837 lbs., value, \$72,966. For nine months ending September, 1903, 4,194,645 lbs., value, \$465,015; same period, 1904, 4,523,049, value, \$491,937.

Sausage Casings—September, 1903, value, \$226,211; September, 1904, value, \$273,950. For nine months ending September, 1903, value, \$1,603,566; same period, 1904, value, \$1,657,509.

Soap (except toilet or fancy)—September, 1903, 3,464,388 lbs., value, \$141,445; September, 1904, 3,565,864 lbs., value, \$139,900. For nine months ending September, 1903, 36,978,782 lbs., value, \$1,498,489; same period, 1904, 31,723,726 lbs., value, \$1,242,359.

"OLD GORGON GRAHAM"

(Not an advertisement, but a merited tribute to a remarkable book.)

About two years ago there appeared, first in serial form and later as a book, "The Letters of a Self-Made Merchant to His Son." It was one of the most deservedly popular works of the year, and among its thousands of readers none were more pleased than those in the packing house trade. It was a series of imaginary letters from an old packer to his son, and all of them were written around or about packinghouse topics.

The letters were written by George Horace Lorimer, editor of the Saturday Evening Post, but so intimate a knowledge of the packing-house business was shown by the author that it was currently believed that the book was really written by some packer of vast experience in the trade, and that he was hiding his identity behind the editor-author. In nursing this idea the guesses as to the "real" author included about everyone of prominence among the packers, even including some of them who have departed this life, the suggestion being made that the manuscript had been found among their effects.

The letters were written by George Horace author to continue them under the title of "Old Gorgon Graham," the character who had become so familiar to readers of the first series, and now this latter book has but recently been offered to the public by Doubleday, Page & Co., 133 East 16th street, New York, the publishers.

The two books are business classics, and while they may be read with interest, amusement and profit by every business man, and particularly by young men, they are especially interesting to the packinghouse trade.

Some of the pertinent paragraphs from "Old Gorgon Graham" are here quoted:

A fond father and a fool son hitch up into a bad team, and a good business makes a poor family carryall. Out of business hours I like you better than any one at the office, but in them there are about twenty men ahead of you in my affections. The way for you to get first place is by racing fair and square, and not by using your old daddy as a spring-board from which to jump over their heads. A man's son is entitled to a chance in his business, but not to a cinch.

It's a mighty curious thing how many people think that if a man isn't spending his money their way he isn't spending it right, and that if he isn't enjoying himself according to their tastes he can't be having a good time. They believe that money ought to loaf: I believe that it ought to work. They believe that money ought to go to the races and drink champagne; I believe that it ought to go to the office and keep sober.

I don't take much stock in this indispensable man idea, anyway. I've never had one working for me, and if I had I'd fire him, because a fellow who's as smart as that ought to be in business for himself; and if he doesn't get a chance to start a new one, he's just naturally going to eat up yours. Any man can feel reasonably well satisfied if he's sure that there's going to be a hole to look at when he's pulled up by the roots.

I've never taken any special stock in this modern theory that no fellow over forty should be given a job, or no man over sixty allowed to keep one. Of course, there's a dead-line in business just as there is in preaching, and fifty's a good, convenient age at which to

draw it; but it's been my experience that there are a lot of dead ones on both sides of it. When a man starts out to be a fool, and keep on working steady at his trade, he usually isn't going to be any Solomon at sixty. But just because you see a lot of bald-headed sinners lined up in the front row at the show, you don't want to get humorous with every bald-headed man you meet, because the first one you tackle may be a deacon. And because a fellow has failed once or twice, or a dozen times, you don't want to set him down as a failure—unless he takes failing too easy. No man's a failure till he's dead or loses his courage, and that's the same thing. Sometimes a fellow that's been hatted all over the ring for nineteen rounds lands on the solar plexus of the proposition he's tackling in the twentieth. But you can have a regiment of good business qualities, and still fail without courage, because he's the colonel, and he won't stand for any weakening at a critical time.

If you were spending a million a year without making money and you hired a young man, he'd be apt to turn in and double your expenses to make the business show a profit, and he'd be a mighty good man; but if you hired an old man, he'd probably cut your expenses to the bone and show up the money saved on the profit side; and he'd be a mighty good man, too. I hire both and then set the young man to spending and the old man to watching expenses.

You can't run a business on the law of averages and have more than an average business.

I'm hopeful, but I'm a good deal like the old deacon back in Missouri who thought that games of chance were sinful, and so only bet on sure things—and I'm not betting.

There are two breeds of little things in business—that that you can't afford to miss and those that you can't afford to notice. The first are the details of your own work and those of the men under you. The second are the little tricks and traps that the envious set around you. A trick is always so low that a high-stepper can walk right over it.

When a fellow comes from the outside to an important position with a house he generally gets a breathing-space while the old men spar around taking his measure and seeing if he sizes up to his job. They give him the benefit of the doubt, and if he shows up strong and shifty on his feet they're apt to let him alone.

I believe in ruling by love, all right, but it's been my experience that there are a lot of people in the world whom you've got to make understand that you're ready to heave a brick if they don't come when you call them. These men mistake kindness for weakness and courtesy for cowardice. Of course, it's the exception when a fellow of this breed can really hurt you, but the exception is the thing that you always want to keep your eye skinned for in business.

It's been my experience that there are more cases of hate at first sight than of love at first sight, and that neither of them is of any special consequence. You tend strictly to your job of treating your men square, without slopping over, and when you get into trouble there'll be a little bunch to line up around you with their horns down to keep the wolves from cutting you out of the herd.

I've usually found that these quick, glad borrowers are slow, sad payers. And when a fellow tells you that it hurts him to have to borrow you can bet that the thought of having to pay is going to tie him up into a bow-knot of pain.

It's a mighty curious thing, but a lot of men who have no claim on you, and who wouldn't think of asking for money will panhandle both sides of a street for favors that mean more than money. Of course, it's the easy thing and the pleasant thing not to refuse, and after all most men think it doesn't cost anything but a few strokes of the pen, and so they will give a fellow that they wouldn't ordinarily play on their friends as a practical joke a nice sloppy letter of introduction to them, or hand out to a man that they wouldn't give away as a booby prize a letter of recommendation in which they crack him up as having all the qualities necessary for an A1 Sunday school superintendent and bank president.

But these millionaires who give away a hundred thousand or so, with the understanding that the other fellow will raise another hundred thousand or so, always remind me of a lot of boys coaxing a dog into their yard with a hunk of meat so that they can tie a tin can to his tail—the pup edges up licking his chops at the thought of the provisions and hanging his tail at the thought of the hardware. If he gets the meat he's got to run himself to death to get rid of the can.

When a man's office is policed and every one who sees him has to prove that he's taken the third degree and is able to give the grand hailing sign, he's going to miss a whole lot of things that it would be mighty valuable for him to know.

A house never gets so big that it can afford to sniff at a hundred-pound sausage order, or to feel that any customer is so small that it can afford not to bother with him. You've got to open a good many oysters to find a pearl.

Foresight is the quality that makes a great merchant, but a man who has his desk littered with yesterday's business has no time to plan for to-morrow's.

The only letters that can wait are those which provoke a hot answer. A good hot letter is always foolish, and you should never write a foolish thing if you can say it to the man instead, and never say it if you can forget it. The wisest man may make an ass of himself to-day, over to-day's provocation, but he won't to-morrow. Before being used, warm words should be run into the cooling room until the animal heat is out of them.

It's easy to learn all the notes that make good music and all the rules that make good business, but a fellow's got to add the fine curves to them himself if he wants to do anything more than beat the bass-drum all his life. Some men think that rules should be made of cast iron; I believe that they should be made of rubber, so that they can be stretched to fit any particular case and then spring back into shape again. The really important part of a rule is the exception to it.

Figures don't lie, I know, but that's only because they can't talk. As a matter of fact, they're just as truthful as the man who's behind them.

An optimist is as bad as a drunkard when he comes to figure up results in business—he sees double. I employ optimists to get results and pessimists to figure them up.

After I've charged off in my inventory for wear and tear and depreciation, I deduct a little more just for luck—bad luck. That's the only sort of luck a merchant can afford to make a part of his calculations.

A fellow who said you can't make a silk purse out of a sow's ear wasn't on to the packing business. You can make the purse and you can fill it, too, from the same critter. What you can't do is to load up a report with moonshine or an inventory with wind and get anything more substantial than a moonlight sail toward bankruptcy. The kittens of a wildcat are wildcats, and there's no use counting on their being angoras.

(To be continued.)

OCTOBER STOCKS OF PROVISIONS.

The following are the official Board of Trade reports of stocks of provisions on hand at various centers at the close of business in October 31, 1904, as compared with stocks at the same time last year:

CHICAGO.

	Oct. 31, 1904.	Oct. 31, 1903.
M. pork, new, made since Oct. 1, '94, bbls.	....	9
M. pork, made Oct. 1, '03, to Oct. 1, '04.	31,904	5,872
Other kinds of barreled pork, bbls.	12,664	17,107
P. S. lard, made since Oct. 1, '04, tcs.	2,959	1,546
P. S. lard, made since Oct. 1, '03, to Oct. 1, '04.	25,357	42,863
Other kinds of lard.	8,413	4,181
Short rib middles, made since Oct. 1, '04, lbs.	90,547	26,745
Short rib middles, made previous to Oct. 1, '04, lbs.	7,249,374	28,270,218
Short clear middles, lbs.	215,703	530,159
Extra short clear middles, made since Oct. 1, '04, lbs.	1,938,274	1,644,257
Extra short clear middles, made previous to Oct. 1, '04, lbs.	84,622	2,356,585
Extra short rib middles.	3,266,745	2,903,795
Long clear middles, lbs.	39,856	68,689
D. S. shoulders, lbs.	438,805	461,839
S. P. shoulders, lbs.	414,116	669,676
S. P. hams, lbs.	18,962,782	12,194,924
D. S. bellies, lbs.	10,731,167	11,356,838
S. P. Bellies, lbs.	3,280,423	1,105,365
S. P. Calif. or picnic hams, lbs.	5,188,117	2,180,289
S. P. Boston shoulders, lbs.	5,188,117	2,102,851
S. P. skinned hams, lbs.	6,485,544	11,450,853
Other cuts of meats, lbs.	6,634,178	6,587,265
Total cut meats, lbs.	65,020,253	83,919,348

Movement of Product.

Received.

	Oct., 1904.	Oct., 1903.
Pork, bbls.	350	600
Lard, gross weight, lbs.	4,095,889	2,088,409
Meats, gross weight, lbs.	16,750,451	14,668,511
Live hogs, No.	503,010	476,775
Dressed hogs, No.	1,888	579

Shipped.

	Oct., 1904.	Oct., 1903.
Pork, bbls.	8,505	25,191
Lard, gross weight, lbs.	35,889,033	42,341,780
Meats, gross weight, lbs.	60,755,106	57,176,433
Live hogs, No.	83,131	90,798
Dressed hogs, No.	6,948	6,192
Average weight of hogs received Oct., 230;		
Oct., 1903, 241; Oct., 1902, 227.		

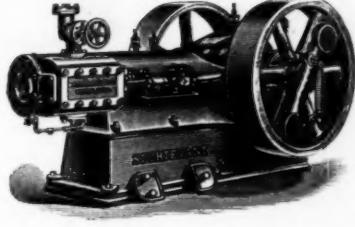
KANSAS CITY.

	Oct. 31, 1904.	Oct. 31, 1903.
Mess pork, bbls.	183	....
Other kinds porks, bbls.	1,223	1,035
P. S. lard contract, tcs.	913	684
Other kinds lard, tcs.	1,949	2,000
Short rib middles, lbs.	457,500	2,863,500
Short clear middles, lbs.	479,400	169,900
Extra S. C. middles, lbs.	1,756,500	1,262,300
Long clear middles, lbs.	61,400	....
Dry salt shoulders.	842,600	585,100
D. S. bellies, lbs.	1,303,500	1,126,500
S. P. shoulders, lbs.	140,900	172,100
S. P. hams, lbs.	8,592,700	5,901,600
S. P. bellies, lbs.	1,276,300	623,800
S. P. Cal. ham, lbs.	2,616,800	1,578,400
S. P. skinned hams, lbs.	2,937,300	3,225,800
Other cut meat, lbs.	4,281,100	2,555,600
Total cut meats, lbs.	24,746,000	20,064,600

Live Hogs.

	Oct., 1904.	Oct., 1903.
Received	160,986	138,406
Shipped	10,712	3,185
Driven out	151,910	139,842
Average weight	195	223

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357

SOUTH OMAHA.

	October 31, 1904.	October 31, 1903.
Mess pork, bbls.	11	11
Other kinds bbl'd. pork.	418	358
P. S. lard, contract, tcs.	289	299
Other kinds lard, tcs.	1,156	841
Short rib middles, lbs.	9,000	2,312,671
Short clear middles, lbs.	72,286	210,000
Extra S. C. middles, lbs.	1,286,065	2,481,880
Extra S. R. middles, lbs.	402,226	665,779
Dry salt shoulders, lbs.	217,380	371,760
S. P. shoulders, lbs.	72,050	189,941
S. P. hams, lbs.	6,897,360	4,439,509
D. S. bellies, lbs.	1,004,909	1,487,019
S. P. bellies, lbs.	1,306,065	331,003
S. P. California or picnic hams, lbs.	2,184,390	1,070,295
S. P. skinned hams, lbs.	2,215,229	2,728,043
Other cut meats, lbs.	1,541,773	1,317,408
Total cut meats, lbs.	17,208,733	17,605,368

Live Hogs.

	Oct., 1904.	Oct., 1903.
Received	125,059	100,479
Shipped	9,628	4,168
Driven out	115,362	95,399
Average weight	251	278

COTTONSEED TOO HIGH.

The cottonseed oil men of Louisiana are endeavoring to secure an agreement for a reduction in the price to be paid planters for seed this season. It is claimed that the price now demanded by the raisers is too high, and that it takes all profit out of the oil business. The mill men will make a strong effort to get together and stick together for their mutual protection.

STOCKS OF LARD

Cable advices to the N. K. Fairbank Company give the following estimates of the stocks of lard held in Europe and afloat on November 1, to which are added estimates of former years and stocks in cities named:

	1904.	1904.	1903.	1902.	1901.	1900.
Nov. 1.	Oct. 1.	Nov. 1.	Nov. 1.	Nov. 1.	Nov. 1.	Nov. 1.
Liverpool and Manchester	14,000	17,000	11,000	3,500	8,000	10,500
Other British ports	11,000	11,000	2,200	700	5,000	5,500
Hamburg	20,000	20,000	20,000	2,500	12,000	2,500
Bremen	2,000	1,000	500	700	1,500	2,000
Bremen	3,000	4,000	6,000	500	2,000	1,500
Baltic ports	13,000	11,000	8,300	4,000	8,500	7,000
Amsterdam, Rotterdam, Mannheim	3,000	3,000	250	700	1,000	1,000
Antwerp	2,300	2,500	2,500	1,000	4,000	3,000
French ports	1,200	1,100	700	900	3,000	4,000
Italian and Spanish ports	300	750	300	500	1,000	1,000
Total in Europe	72,200	71,350	52,150	15,000	46,000	38,000
Afloat for Europe	75,000	70,000	50,000	37,700	45,000	42,000
Total in Europe and afloat	147,200	141,330	102,150	52,700	91,000	80,000
Chicago prime steam	25,357	71,583	44,400	9,567	36,193	11,259
Chicago, other kinds	8,413	6,377	4,181	4,803	5,081	9,080
East St. Louis	750	1,400	....	....	1,027	1,913
Kansas City	1,862	5,744	2,684	2,928	4,705	2,880
Omaha	1,445	1,146	1,140	775	1,968	3,413
New York	4,416	4,547	3,863	4,458	3,345	8,949
Milwaukee	3,647	7,000	1,789	547	1,023	2,723
Cedar Rapids	....	....	....	....	1,098	1,253
South St. Joseph	1,865	1,000	3,833	1,388	1,986	600
Total tierces	194,955	240,417	164,049	77,166	137,436	122,070

TRADE GLEANINGS

H. E. Fries, W. T. Brown, A. F. Moses, W. H. Maslin and others have incorporated as the Union Guano Company, of Winston, Salem, N. C., to manufacture fertilizers. The capital is \$225,000.

H. S. Price is looking for a site in Nashville, Tenn., for a fertilizer factory of 15,000 tons capacity per year. He represents Georgia capitalists.

R. B. Griggs is building a pork packing plant at Roanoke, Va.

Mexican Amole Soap Company, of Peoria, Ill., has been incorporated with \$20,000. The promoters are A. Brayshaw, C. C. Brayshaw and R. W. Brayshaw.

The five story glue factory of the Milligan & Evans Glue Company, 222-224 Front street, New York City, was burned October 29. Loss, \$30,000.

William I. Schaeffer has been appointed receiver of the General Artificial Soap Company, of Lansdowne, Pa. The indebtedness is said to be about \$130,000; the capital stock is \$250,000.

The Western Beef & Provision Company, of Grand Rapids, Mich., has been incorporated to deal in meats and provisions. The capital is \$5,000, and the incorporators, Claude M. Bradford and Mabel C. Bradford.

The sale of the plant of the Palmer Leather Company, at New Orange, N. J., to John Kennedy, Jr., of Philadelphia, Pa., for \$3,000, subject to the mortgage of \$13,434, has been confirmed by the courts.

Arbogast & Bastian, wholesale meat dealers, of Easton, Pa., will enlarge their plant by an addition 54 x 116 feet.

The bark shed, drying loft, stuffing and splitting rooms of the J. C. Lappé Sons' Company's tannery, at Allegheny, Pa., was burned last week. Loss, \$12,000.

Reliance Leather Company, of Trenton, N. J., with \$250,000 capital, has been incorporated. The directors are Montgomery H. Lewis, Squire Gurnsey, and Franklin Fields, Jr.

The Hammond Packing Company is establishing its general headquarters for Indiana Territory, Oklahoma and Texas, at Muskogee, I. T.

The Reliance Leather Company, of Augles Junction, Cape May County, N. J., has changed its name to Holly Beach Leather Company.

Carl Wilen, long engaged in the tanning business, will build a new tannery at Petaluma, Cal., if a proper site can be found.

The Davis Warehouse Company, of Columbus, Ga., has obtained a grant of land on which to build a fertilizer factory. Work will begin at once. The Georgia Fertilizer Company has its plant well under way.

The Gutmann Tannery Company, of Chicago, Ill., will build a five-story addition, 42 x 103 feet, to its plant at Dominick street and Webster avenue, and a two story boiler plant 22 x 103 feet. About \$60,000 will be spent.

Union Salt Company, of Cleveland, O., with \$200,000 capital, has been chartered. The incorporators are G. B. Siddall, John Montgomery, Jr., F. A. Nuail, O. G. Bechtel and L. S. Lommassen.

Boston Leather Company has been organized at Portland, Me., to deal in hides and leather. The capital is \$25,000. The officers are, President, John W. Anderson, of Gray; Treasurer, James R. Parsons, of Monmouth.

Grant Snowberger, of Leamersville, Pa., near Altoona, is building an addition to his slaughter house.

Sylacauga Fertilizer Company, of Sylacauga, Ala., has been chartered with \$10,000 capital. No names reported.

Freeman S. Grindle, of North Bluehill, Me., is building a slaughter house.

Thirty thousand dollars' damage was done by fire in the E. O. Painter Fertilizer Company's plant at Jacksonville, Fla., last week. Full insurance was carried.

The Buswell & Hubbard tannery at Olean,

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N. Y., which was burned recently will be rebuilt at once.

Mount Rosa Park Packing Company has been chartered in Denver, Colo., by G. R. Johnson, F. P. Meris, R. Patten, D. E. Van Pelaar and M. V. Johnson, all of Colorado Springs, Colo. The capital is \$5,000.

The Knight & Co.'s packinghouse plant at North Salt Lake City, Utah, was burned recently, with a loss of \$15,000. Cause unknown.

The Imperial Soap Company, of Atlanta, Ga., is a new concern which will make a soap which will wash and dye goods at the same time.

Rocky Mount Guano Company, of Rocky Mount, N. C., has been chartered with \$25,000 capital, to establish a 50-ton fertilizer plant in connection with Planters' Oil Mill. H. E. Brewer & Co. are interested.

It is stated that the Virginia-Carolina Chemical Co., of Richmond, Va., has bought 86 acres of land near Sumter, S. C., on which to build a new plant for manufacturing fertilizer.

It is reported in Nashville, Tenn., that the Nashville Packing House has been bought by E. C. Goshorn, of Cincinnati, O., who will refit it as a meat packing, ice and cold storage plant. John Hettnerman, according to the same sources, representing Louisville (Ky.) capitalists, has bought the Nashville stockyards. As announced in this column some weeks ago, the ultimate plan is to unite the stockyards company and the packinghouse company under one management.

W. H. Camp is putting up a building 80 x 130 ft. for manufacturing fertilizer at Petersburg, Va.

COTTONSEED OIL NOTES.

The Grovania Oil Company, of Grovania, Ga., which lost its mill and gin by fire recently, will rebuild at once. The loss was \$40,000. All machinery is wanted.

The Bullock Oil Mill at Statesboro, Ga., will rebuild at once its ginnery, which was burned recently.

The cotton gin of the Gloster Oil Company, at Gloster, Miss., was burned recently, causing a loss of \$5,000.

The Trinity Cotton Oil Company, of Dallas, Tex., lost its gin at Lancaster, Tex., by fire last week. Loss, \$20,000.

The buildings of the Planters' Oil Company, at Monroe, La., were burned recently, entailing a loss of \$15,000.

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CONTROLLING THE BOLL WEEVIL

By W. D. Hunter, Government Expert in Charge of Cotton Boll Weevil Investigations.

The agitation of the necessity for procuring an early crop in order to avoid damage by the boll weevil has been carried on to such an extent by the Department of Agriculture that the details have become common knowledge. There is, however, a tendency on the part of many planters to lose sight of the fact that procuring an early crop is but one step, and is strictly secondary to the great essential step, namely, the destruction in the fall of the plants in the field. As a matter of fact, early planting, the use of early varieties, and the use of fertilizers are simply to further the advantage gained by the process of fall destruction.

Reasons for Fall Destruction of Plants.

There are four principal reasons why the process of fall destruction recommended should be practiced universally by planters in infested regions.

First. Fall destruction prevents absolutely the development of a multitude of weevils which would otherwise become adult within a few weeks of the time of hibernation. The destruction of the immature stages of weevils in infested squares and bolls is accomplished, while the further growth of squares which may become infested later is also prevented. This stops materially the development of weevils which would normally hibernate successfully, and by decreasing the number of weevils which will emerge in the spring the chances for a successful crop the following season are very greatly increased.

Second. A proper manipulation will bring about the destruction of a great majority of the weevils which are already adult.

Third. It has been shown conclusively that the only weevils which survive the winter are those which reach maturity late in the season. Those maturing earlier are unable to survive the long period of hibernation. In one instance, out of 240 weevils taken from the field at the middle of December and placed in hibernation, 38, or 15.8 per cent., passed the winter successfully, while out of 116 which became adult about November 15, only 1, or less than 1 per cent., survived. It is evident that the weevils that pass the winter and attack the crop the following season are among those developed latest in the fall and which, in consequence of that fact, have not exhausted their vitality by depositing eggs for any considerable length of time. Fall destruction of the plants, thereby increasing the length of the hibernating period, will undoubtedly cause the reduction by many fold of the number of weevils in the fields that would otherwise emerge in the spring to damage the cotton.

Fourth. Clearing of the field in the fall makes it possible to practice fall plowing, which is not only the proper procedure in any system of cotton raising, but also greatly facilitates the early planting of the crop the following spring. The ground becomes clean by this practice, so that but few places for shelter are left for the weevils, and various climatic conditions still further reduce the numbers of the survivors.

Time for Destruction of Plants.

It is naturally impossible to fix any date

for the destruction of the stalks which would apply to all localities and under all conditions. The condition of the soil must be considered as well as the maturity of the crop. While the condition of the soil can not be controlled, the time of the maturity of the crop is largely within the power of the planter, since by early planting of early maturing varieties the entire crop may be mature before the usual time of picking of the first cotton from native seed. Nevertheless, whatever modifications are necessary in different localities and during different seasons, they do not decrease the general strength of the recommendations.

The proper time for the destruction of the plants in the fall is whenever the weevils have become so numerous that there is no prospect that any more cotton will be made. It will be an easy matter for any planter to determine this point by an examination of a few plants in his field. Whenever it is found that all, or nearly all, of the squares and some of the bolls are being punctured, there is no hope for producing any more cotton. The farmer should then wait until the bolls already set on the plants have opened, and destruction should then take place immediately.

The rule should consequently be that the plants should be destroyed in the fall whenever all, or practically all, of the fruit is being damaged, regardless of whether this is in September or November. In the great majority of cases in Texas, from the 1st of October to the 15th of October would be the proper time. In many cases much earlier destruction could and should be practiced. Nevertheless, it should not be thought that fall destruction will be useless after the late date mentioned. Even up to the 15th of November many weevils in the remains of bolls hanging to the plants may be destroyed, but the process loses value the longer it is deferred. By all means, if possible, destruction of plants should take place before frost, but destruction after frost, though not nearly as efficacious as earlier destruction, should always be practiced when it has not been possible to remove the plants previously.

Method of Removing the Plants.

The common practice of removing the cotton stalks from the fields by the use of the stalk cutter (a wheeled cylinder provided with oblique knives) is not effective in the fall destruction that should be practiced to avoid the damage by the boll weevil. The stalks remaining in that case during mild weather give rise to sprouts which furnish an abundance of food to weevils that would otherwise starve. Moreover, the fact that this machine cuts the stalks into short pieces makes the necessary collection of them difficult.

There are two effective methods of removing the plants from the ground. One of these, the method to be preferred, is to cut the roots 2 or 3 inches beneath the surface by the use of an ordinary plow or a lister. The other is to pull out the stalks by the use of a lever provided with a toothed notch which grasps the base of the plant. The lat-

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ter process is better adapted for use when the plants have been killed by frost. When they are still green, or the ground is dry, it is frequently a difficult matter to remove them with these levers.

The Department's general recommendation, therefore, is that the plants should be plowed out. As soon as possible after this is done, they should be collected by hand, or by means of rakes and brought together in large heaps or windrows. It is very important that this collection should take place before the leaves have become dry and have dropped off. When the plants are carried to heaps immediately after uprooting, all of the leafage, which will dry in a few days, remains to facilitate the burning of the plants.

After the stalks have become dry enough, they should be burned. If the weather is fair, this could be done in about two weeks. If rains cause a lengthening of this period, it would undoubtedly be worth the cost to the planter to purchase crude oil sufficient to bring about the complete burning of all the stalks.

It is not considered necessary to leave any trap rows to attract such weevils as may have escaped the burning. The weevil seems to have but little tendency to be attracted to such plants. After the destruction of the main crop the spread would probably be in all directions and the numbers collected on the trap rows would consequently be inconsiderable. The time and expense of properly carrying on the hand-picking of the weevils and infested fruit on trap rows would be a considerable handicap to the method on many plantations. Nevertheless, on small places where suitable labor is abundant, traps could conveniently be left. In such cases they should be situated on those sides of the fields which are generally leeward. They should be examined daily for weevils and infested squares and bolls, which should be immersed in crude oil. After such collection for ten days, the trap plants should be uprooted and burned immediately with the aid of crude oil.

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The suggestion has been made at various times that grazing the cotton fields with cattle is in some cases equivalent to destruction in the way that has been suggested. However, in many parts of Texas there are not sufficient cattle to accomplish the work, and, moreover, in very many fields the cattle, by disseminating Johnson grass and other plant pests, would undoubtedly do more harm than good. At the same time, the most thorough grazing always leaves a few green sprouts or leaves, upon which weevils may feed, and, of course, leaves the stalks standing, so that the process of leafing, for the benefit of the

weevils, may continue indefinitely. Where the conditions of the fields allow it and the supply of cattle is sufficient, grazing the fields should be practiced, but it is not likely that this can generally be the case in Texas.

(To be concluded.)

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GOVERNMENT'S TRADE BUREAU.

A new feature of the work of the Department of Commerce and Labor in connection with Consular reports on trade subjects is presented under the title of "Commercial Notes." These commercial notes are now made up exclusively from foreign publica-

tions, and relate to commerce, commercial conditions and commercial opportunities in the various parts of the world, and are gleaned month by month from the leading commercial publications of the world. It is hoped by the department that a presentation of such of the information gathered by the leading trade journals as may have special relation to the industries of the United States or trade opportunities likely to be of importance to Americans will prove of value to those engaged in, or desiring to engage in foreign commerce. O. P. Austin, the energetic Chief of the Bureau of Statistics, is taking special interest in this work.

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HOGS GOING DOWN

Hogs are still dropping, and thereby verifying our opinion that they would go lower. The bottom has not yet been reached. The slack demand for pork products has caused a stocking up of products in the cellars and warehouses. This accumulation will have its effect upon both the pork and the hog market. There are plenty of hogs, and they are now easing forward to the pens. High corn acts as a leverage. Farmers do not see the wisdom of turning high corn into cheap meat, so they are making the double effort of marketing both their grain and their stock at the same time.

The rural swine have been grown cheaply. The summer produced good grass. The forests were well fruited with nuts and the potato, and other farm produce crops have been abundant. The fall has been late and mild, enabling the pig crop to grow off fast and healthy. The sows have been able to amply nourish their pigs through the suckling period and the young have had a long, cheap and bountiful fall upon the farms. Every agricultural and weather condition has favored the young and growing hog crop.

The farmers are thus enabled to market their stock at present prices, and do better

than they could in the spring. The swine have been grown more cheaply and, hence, are not sold at a loss even on a lower basis than present prices. Hogs will go lower. There are plenty of them, and they show indications of hurrying on to market.

MEATS IN STERILE AIR

The need for a wide distribution of food from storage centres has persistently pushed forward the preserving idea. Chemical, artificial and natural processes have been resorted to in all sorts of forms and ways. The cold air process, the antiseptic agent and the steam vacuum methods have generally prevailed. The great desideratum is the human health, and the commercial aim is the sanitary longevity of the edible product treated. While putrefaction is repulsive, no process which checks or overcomes the reaction of nature is entirely popular with the consumer. The main trouble is with fresh meats and other perishable products. Science is making the effort to take them in a natural state and deliver them at the consumptive point in practically the condition in which they were received. Cold storage has more nearly accomplished this than any other process. Even the cured product has not passed exception. There seems little disposition to tamper with the existing processes, which seem as perfect as this line of preservation can attain.

The fresh preserver, however, has tried the efficacy of keeping carcass and other meats with the aid of steam. The fresh stock is stored in its transportation chamber. Then the compartment is charged with steam. This, it is claimed, sterilizes the air therein and enables the stuff to travel in any climate indefinitely, the chamber having been cooled to 36 or 40 degrees Fahrenheit. This process is being experimented on between Australia and England. The trade awaits the results. If successful, it will revolutionize the Antipodean and South American fresh meat trade. This method was tried with butter and other products elsewhere, but it failed.

EXPORT FAULTS

The attention of American shippers of edible goods is again called to the fact that their goods are often not properly packed nor labeled for the foreign market. Some concerns have a pride in their standard packages. They prefer to force these upon the foreigner, instead of catering to the preferences of the new customer. This is not the fastest trade-maker. It may be the most permanent and more profitable in the long run.

Whatever process is observed in packing

the product at the factory, an improvement can be made in boxing the order for shipment, as well as in the method of advertising the goods in the country where it is proposed to sell them. Let us illustrate with ourselves, remembering that human nature is of a kind all over the world, and that all peoples are mostly alike. If the Chinese made goods there, shipped them here and advertised them according to Chinese methods we would simply laugh at them and pity their ignorance. We would smile at Turkish and Persian methods of presenting their goods to us. The American way for the Americans; vice versa, the foreigner's ways for the foreigner. The Hindoo, or the Mongolian, or the European might be enamored of his methods, but they would not entice the buyers in America. Neither will ours there, to the same extent as other methods would which cater to local prejudices. Proper advertising, packing and shipping of goods is a prerequisite to good business. Foreigners complain bitterly of our laxity in this respect. They do not even admire our trade art.

FARM STORAGE TESTS

The Illinois Experiment Station has taken up The National Provisioner's suggestions as to cheap cold storage for farms. It is conducting experiments by cooling farm houses with ice. The substance under treatment is fruit. A quantity of 2,000 barrels of apples was stored and 70 tons of ice then placed in proximity to the fruit to chill the air. One experiment lasted for some time, the temperature being maintained at about 33 degrees Fahrenheit throughout the period.

The rate of expense showed that 2,000 barrels of apples could be thus stored at an average cost of 19.1 cents per barrel for a period of seven months. The average cost of storing apples in cold storage warehouses is about 50 cents per barrel. This being true it would pay farmers to install small central cold air plants of the pipe line order, and thus furnish mechanical refrigeration to large farms all over fruit and farm produce growing districts. This would have many advantages.

Mechanical has superseded natural ice refrigeration wherever the former can be used. It is more reliable and cheaper in the end. It is the more even and the better all-the-year-round refrigeration. These farm plants might be as numerous as the fruitfulness and diversified industry of the districts would permit. By this method farm produce would show less "scald" and withering than under the present system of handling it from metropolitan warehouses. The farm cold storage on a cold blast pipe line seems to be the next stage in the development of industries in the perishable fruit trade.

TECHNICAL AND SCIENTIFIC

TALLOW.

Tallow, the solid oil or fat of ruminant animals, is almost exclusively obtained for commercial use from beeves and sheep. The fat is distributed throughout the entire animal structure, but it accumulates in large quantities as suet in the body cavity, and it is from such suet that tallow is principally melted or rendered. In commerce beef tallow and sheep tallow are generally distinguished from each other, although much nondescript animal fat is also found in the market.

Beef tallow occurs at ordinary temperatures as a solid hard fat having a yellowish white color; when fresh and new it has scarcely any taste or smell, but it soon acquires a distinct odor and readily becomes rancid. The fat is insoluble in cold alcohol, but it dissolves in boiling spirit of 0.822 sp. gr., in chloroform, in ether and the essential oils. The hardness of tallow and its melting point are to some extent affected by the food, age, state of health, etc., of the animal yielding it, the firmest beef tallow being obtained in certain provinces of Russia, where for a great part of the year the beeves are fed on hay. New tallow melts at from 42.5 deg. to 43 deg. C., old tallow at 43.5 deg. C., and the melted fat remains liquid till its temperature falls to 33 or 34 deg. C.

Tallow consists of a mixture of two-thirds of the solid fats palmitin and stearin, with one-third of the liquid fat olein. A fluid oil known as tallow oil is obtained from solid tallow by the separation by pressure of the greater part of the olein. Tallow oil is a useful lubricant and a valuable material for fine soap making, and is prepared in considerable quantities.

Mutton tallow differs in several respects from that obtained from beeves. It is whiter in color and harder, and contains only about 30 per cent. of olein. Newly rendered, it has little taste or smell, but on exposure it quickly acquires characteristic qualities, and becomes rancid. Sweet mutton tallow melts at 46 deg. C., and solidifies at 36; when old it does not melt under 49 deg. C., and becomes solid on reaching 44 deg. or 45 deg. C. It is sparingly soluble in cold ether, and in boiling alcohol of 0.822 sp. gr.

ODORLESS BUTTER COLORING.

The following is accounted a formula that yields a satisfactory, odorless butter coloring: Annatto, one-half ounce; sodium bicarbonate, one and one-half ounce; sugar, eight ounces; potassium nitrate, eight ounces. Soften the annatto with about two ounces of water, using the heat of a water bath; stir in about one ounce of the sodium bicarbonate, evaporate to dryness, and mix with the remainder of the soda and the other ingredients.

Vegetable annatto is being replaced to a great extent by aniline orange, the following being recommended as a popular coloring: Oil-soluble aniline orange, one ounce; olive oil, 160 fluid ounces. Dissolve the color in the oil by gentle warming. Cottonseed oil may be used in place of olive oil. A teaspoonful of the coloring is sufficient for ten gallons of cream.

FACTS ABOUT AIR PRESSURE.

The mean pressure of the atmosphere at the level of the sea is equal to 14.7 pounds per square inch, or, multiplying by 144, is equal to 2,116.8 pounds per square foot. It is generally defined as the pressure of one atmosphere. At 32 deg. F., one cubic foot of pure air under a pressure of one atmosphere, or 14.7 pounds per square inch, weighs 0.080728 of a pound, and this multiplied by 16 gives 1.291648 in ounces.

At 62 deg. F. one cubic foot of pure air under the same circumstances weighs 0.076097 of a pound, or 1.217552 ounces. The pressure of one atmosphere, or 14.7 pounds is defined first, by a column of air at 32 deg. F. equals $14.7 \times 144 \div 0.080728 = 26216.43$ feet; at 62 deg. it equals $14.7 \times 144 \div 0.076097 = 27811.87$ feet.

Mercury at 32 deg. weighs 848.635 pounds to the cubic foot; a cubic inch weighs 8487 \div 1728 or 0.4911 pounds, about one-half pound, hence a pressure of one atmosphere equals a column of mercury 29.93, or thirty inches high. Dividing any of the above by 14.7 gives the height of column for one pound to the square inch.

PERFUME POMADES.

As is well known, it is essential to use the finest excipient in the extraction of the perfumes of the more delicate flowers in the south of France which are usually prepared in the form of a pomade, as the amount of essential oil yielded is very small, and the nature of the oils is usually so delicate that they would not stand the heat of distillation. Very fine lard is often used, and sometimes specially purified paraffin of the vaseline type. Issleib, as the result of a series of experiments, has found that vegetable fats properly purified, show far less tendency to go rancid and develop bad odor than the fats usually used. This rancidity is always more marked in the presence of a little moisture. He now proposes the following as the most satisfactory excipient possible for the purpose: Cearine, 10 parts, cocoanut fat, 120 parts; liquid petroleum, 25 parts. The cearine is a mixture of the finest white ceresine hardened with a little carnauba wax, and the cocoanut fat should be absolutely free from acid.

LEGUME NODULES.

The term "legum" is applied to a certain class of plants which derive nitrogen from the air, such as clover, beans, peas, the locust tree, vetches, etc. Formerly it was supposed that the nitrogen was derived through the agency of the leaves, but later investigations confirm the fact that the nitric acid of the atmosphere, as well as the ammonia.

which is first converted into nitric acid, is decomposed and afforded to the plants by minute bacteria, which work at the roots of the plants, the "nodules" on the roots being plainly seen. The rain brings down the nitric acid from the air. Each variety of clover or other legume has its special bacteria, which will not work on any other plant.

Recent investigations have been made by the Government experiment stations of various States, to produce pure culture of these bacteria for the direct transplanting into soils short of nitrogenous plant food, the results of which investigations are being anxiously awaited.

SOLIDIFYING LIQUID FATS.

It has hitherto been the practice for candle-making purposes to prepare a solid fat from oleine and some other liquid fats by the use of sulphuric acid, which forms the solid oxy-stearic acid. As, however, the mixture turns black from the charring of coloring matter and from other impurities by the acid, it is necessary to distil in superheated steam, when the black, charred matter is left behind in the still. This distillation, however, decomposes large quantities of the oxy-stearic acid, so that not only is a large part of the distillate liquid useless for candle-making, but a second separation is necessary.

According to a German patent, this waste is avoided by doing the distillation first. As then the bodies which char with sulphuric acid are left in the still no charring takes place when the acid is subsequently used, and no distillation of the oxy-stearic acid is required. Any slight dark color given by the sulphuric acid can be discharged with a little zinc dust. Dilute sulphuric acid is used to decompose the zinc soap-formed, and the zinc sulphate can be recovered from the liquor running from the filter press through which the oxy-stearic acid is finally passed.

THE GROWTH OF REFRIGERATION.

Owing to the rapid growth in the use of refrigeration in hotels, apartment houses, etc., as well as on account of the number of cold storage plants, some examining boards are beginning to require a knowledge of refrigeration as a prerequisite for a first-class licensed engineer. It is evident from this that the day is passed when knowing how to set a valve properly, and how to figure a safety valve, and the bursting pressure of a boiler constitutes the equipment of a first-class engineer. More and more is the union of theoretical and practical knowledge becoming necessary to the operating engineer, and what have been the allied lines of steam engineering are all the while increasing in importance.

WE MAKE A SPECIALTY OF SAVING BY-PRODUCTS

Swenson's Patent Multiple Effects

Rotary Dryers and Other Special Machinery for Tank Water, Glue, Beef Extract, Brine, Etc.

AMERICAN FOUNDRY & MACHINERY CO.

944 MONADNOCK BLOCK, CHICAGO.

FOR PURCHASING DEPARTMENTS

FOR BUTCHERS AND SMALL PACKERS.

Hetzler Bros., of Columbia, Mo., are fitting up a new slaughter house, lard refinery and fertilizing department, a complete plant. The Brecht Butcher Supply Co., of St. Louis, have secured the contract for fitting up the place complete, buildings and all.

Stanton & Co., of Pittsburg, Kas., have installed a new lard refinery. Brecht B. S. Co., of St. Louis, have secured this contract.

J. J. Molloy, of East St. Louis, Ill., has put up a new plant for the manufacture of oleo oil and oleo stearine. Brecht B. S. Co. have also secured this contract.

As this is an entirely new departure for Brecht & Co., they are to be congratulated upon their success. The Brecht B. S. Co. is a strongly organized concern and the factory covers an entire city block, and they are certainly in the front rank for butchers' supplies.

It has seemed strange that the small butchers and packers have not put in lard compound refineries, so as to be enabled to work up their offal, tallow, cuttings and trimmings to the very best of advantage, but upon investigation have found that the expense of installing such a plant has always been considerable, but it was the Brecht B. S. Co. who were the first to get the idea that there was a great demand for these plants, if they could be produced at a reasonable price so that the small packers and butchers could install them.

These small plants which the Brecht B. S. Co. now manufacture perform their functions exactly the same as the large ones, and the entire process is carried through with the same results as the others, the only difference being that their small dimensions make possible a lower cost and necessitate less floor space for their installation, placing these plants within the reach of all. Small butchers and packers who have no such plants should communicate with the Brecht B. S. Co., get their prices and install one of these plants at once. Without such a plant no butcher or packer can claim to be up to date.

WOOD & CO.'S NEW CATALOGUE.

Wm. T. Wood & Company, manufacturers of ice tools, Arlington, Mass., have issued their annual catalogue for the season 1904-1905. It is a book of 80 pages, with a handsome brown cover, profusely illustrated with fine half-tone cuts and carefully printed and arranged, with a complete index. The foreword contains the greeting for the seventieth year the firm has conducted this business at the same spot. The first 23 pages are devoted to the description of the elevating machinery now for the first time manufactured by Wood & Company, and is very comprehensive. Elevators for all ice purposes; ship, car-loading and galley conveyors; lowering machines and elevator planers are illustrated and described fully. Following these pages are those devoted to the ice tools, in which are given cuts of every kind used by icemen, including some not before included in the catalogues. The book may be had of the firm upon request.

The National Provisioner covers all the allied trades.

TABER ROTARY PUMPS.

With the advent of electric power into packing houses, the subject of electric pumps is engaging greater attention among those packers who look toward securing the most satisfactory and economical methods of operating their plants, and in this connection the Taber Rotary Pumps, equipped with electric motors, are worthy of careful attention.

The Taber Rotary Pump is admitted to be one of the most perfect and economical devices invented for handling lard, tallow and tankage in packing houses, and with the electric equipment makes a most positive, compact and dependable method of conveying these liquids. Doing away with belts and shafting, which continually accumulate dirt and grease and give continual trouble, the electric-driven Taber pumps are a distinct innovation. The Taber Rotary Pump Company, of 83 Ellicott street, Buffalo, N. Y., makers of these pumps, will be pleased to furnish detailed information concerning their pumps to any one sufficiently interested to write them.

GIFFORD BROS.' NEW CATALOGUE.

Gifford Brothers, Hudson, N. Y., have always issued attractive catalogues of their ice elevating, lowering and conveying machinery and ice tools, but this year have made a departure which should commend itself to all icemen. The catalogue is issued in the form of bulletins of four or eight pages, each devoted to some special feature of their machinery or tools. The illustrations are fine and present accurate impressions of the machinery and tools described. With the bulletins sent out this fall is a neat brown cover or binder in which subsequent issues may be placed for preservation. Thus the catalogue is always complete and yet may be added to with small cost or trouble. The bulletins will be issued from time to time during the year as occasion demands. They are now in two sets, the first numbered from 1 to 10 is devoted to the machinery with which the firm name is so closely identified, and the second to ice tools, the new enterprise of the firm, which will now be able to supply icemen with everything they may need. The catalogue is valuable and a source of interest to all icemen.

FORCED ENGINE LUBRICATION.

The increase in mechanical efficiency of engines with forced lubrication has been clearly shown by recent engines built by the B. F. Sturtevant Co. at Hyde Park, Mass., and fitted with a forced pump lubricating system. An increase of from 8 to 10 per cent. is shown, and with their latest type of vertical single engines a mechanical efficiency averaging 94 per cent. is attained.

NORTHERN GENERATORS IN BROOKLYN.

The new isolated plant installed in the 23d Regiment Armory, Brooklyn, N. Y., will contain two 75-k.w. Northern generators, direct connected to Harrisburg engines operating at 275 r. p. m. They also have a 35-k. w. 600 r. p. m. Northern generator belted to a Nash gas engine.

UNFAIR COMPETITION IN GERMANY.

Germany has a law to prevent unfair trade tactics which might well be applied against itself so far as the unfair attitude of that government toward foreign meat products is concerned. This law applies to meat products as well as general merchandise.

Among other things it provides that any person or persons making false statement concerning business relations, more especially statements reflecting on the quality, mode of manufacture or price of goods, or industrial transactions, the source from which such goods are obtained, the possession of awards, reason or object of the sale of such goods, which statements may tend to promote the sale of such goods, may be held accountable for failing to make correct statements. The person making such false statements can be called to account by any tradesman manufacturing goods of the same or similar kind, or offering such goods for sale; or by legally registered corporations, established for the promotion of industrial interests.

The aforementioned business parties have not only the right of suing persons thus disseminating false statements, but also have the right of demanding restitution for the injury to their trade resulting from such false statements. Editors, publishers, printers or other disseminators of such false statements can also be held responsible for indemnification, inasmuch as by publishing such false statements they have aided and abetted the original promulgators.

False statements, made by means of pictorial representations and designed to convey false impressions, also come under this law. Promulgators of such false statements and amenable to the law, may be fined to the extent of 1,500 marks. Should such delinquent already have been condemned for such offense, the judge may in such case, instead of a fine, sentence to imprisonment for a period not exceeding six months.

WANTED AND FOR SALE ADVERTISEMENTS

PAGE 48

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ICE AND REFRIGERATION

NEW INCORPORATIONS.

Dalhart Ice & Electric Company, of Dalhart, Tex., has been chartered. The capital is \$1,000 and the incorporators W. H. Wolff, C. G. Foulks and Coney C. Slaughter.

Sharples Company, capital \$25,000, has recently incorporated in Omaha, Neb., to manufacture creamery supplies and operate creameries. J. H. Colville is agent.

Star Creamery Company, of Rolling, Wis., has been chartered. Capital, \$3,000. Incorporators: John Schraml, Joseph Kettner et al.

Lewiston Ice and Cold Storage Company, Ltd., of Lewiston, Ida., has been incorporated. The capital is \$30,000 and the directors, Peter Thompson, J. Thompson, Fountain P. Vaughn and Mary C. Thompson, of Lewiston, and Richard R. Steen, of Waha.

Harding Cream Company, of Omaha, Neb., has been organized with \$300,000 capital, to operate dairies. The incorporators are Charles Harding, D. C. Eldredge and P. T. Birchard.

Marine Ice Company, of New York City, has been incorporated by I. E. Winney, Cyrus Hutchinson and M. S. Horton.

Melrose Ice Company, Melrose, Mass., has been incorporated with \$50,000 capital. The officers are: President, Charles B. Appleton, Brookline, Mass.; treasurer, Willard E. Harris, Somerville, Mass.; clerk, Wm. E. Swann, Somerville, Mass.

Santiago Ice Company, of Wilmington, Del., has been chartered to construct ice plants in Santiago de Cuba. The capital is \$100,000.

Puget Sound Light and Heat Company, of Seattle, Wash., has been incorporated with \$1,500,000 capital by Alexander Hamilton, Herbert V. Perry and Anthony Zurich. It will absorb the Diamond Ice Company of Seattle, and operate its gas, heating and electric franchises.

J. T. Snedecor & Sons, of New York City, have been incorporated to conduct a cold storage business. The capital is \$24,000. The directors are J. T. Snedecor, Eliphalet Snedecor and Abraham Snedecor.

FIRE AND ACCIDENTS.

The ice plant of E. W. Codington, at Bartow, Fla., was burned recently. Loss, \$8,000. Cause not stated.

A rocket from campaign fireworks at New

Rochelle, N. Y., set fire to the ice houses of the American Ice Company. Loss, \$7,500.

The large creamery of the American Mill Products Company, at Garden Prairie, Ill., was burned Oct. 26. Loss, \$15,000.

Henry Charles' ice house at Salford, Pa., was burned Oct. 26. Loss, \$4,500. Cause not known. No insurance. The house was 125 x 55 x 30 feet.

The old Coddington ice house at Lincoln, Ill., was burned from a spark from a passing locomotive recently. It had not been used for several years and was in poor condition. Loss, \$500.

ICE NOTES.

The Diamond Ice Company, of Gainesville, Fla., will build an ice plant. The president is T. B. Stringfellow, and the capital \$60,000.

The Craig-Flanigan Harness Company, of Statesboro, N. C., will put in an ice plant.

A. D. Landerkin, manager of the Richmond Ice Company, of Richmond, Va., has been appointed receiver for the company on petition of R. H. Bosher's Sons.

The Union Ice Company, of San Francisco, Cal., will build an ice plant at San Jose, Cal. It will have 50 tons capacity per day. A cold storage warehouse will be included. Work has begun on the buildings.

Little Rock, Ark., has no cold storage plant, and would, it is said, welcome one.

The newly formed Covina Valley Gas Company, of Covina, Cal., will build an ice and cold storage plant as soon as the gas works are finished.

The Artificial Ice Company, of Hot Springs, Ark., will put in a 35-ton plant this fall, increasing its capacity to 60 tons per day.

Kuhn & Glenn Ice Company, of Altoona, Pa., has purchased the Logan Ice Company, with all of its property, including the 35 ton ice plant. The Kuhn & Glenn Ice Co. is capitalized at \$10,000, but will increase it to \$40,000, and make a number of improvements.

James M. Schmoyer, receiver of the Allentown Ice Manufacturing Company, of Allentown, Pa., has sold the plant to Fred. Horlacher, for \$325, subject to a mortgage of \$15,000. Mr. Horlacher has taken charge.

The United Ice & Supply Company, of Camden, N. J., has decreased its capital from \$90,000 to \$20,000.



Every fibre of Giant Insulating Papers is saturated with the celebrated Giant Compound, rendering the papers absolutely damp-proof. They bend and fold freely without cracking, contain no pin-holes, and are thus perfectly airtight. Used by the best-known refrigerating people for 18 years.

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Specialist in the DESIGNING and BUILDING of PACKING HOUSES, ICE, POWER and CREAMERY PLANTS. Upon application I will send to prospective builders a partial list of PLANTS I designed.

The Davenport Ice Chipping Machine Company, of Davenport, Ia., has increased its capital from \$10,000 to \$30,000.

A. P. Harrington, of Middleport, N. Y., has opened his new cold storage warehouse, and is receiving large quantities of apples.

James Hanley and Matthew Hanley, proprietors of the Ironstone Lake Ice Company, of Woonsocket, R. I., have dissolved partnership, and James Hanley will hereafter carry on the business.

The Sealy Cotton Company, of Sealy, Tex., has increased its capital and will build an ice plant.

Cattaraugus, N. Y., is anxious for a modern cold storage plant.

Frank Adams is building a cold storage plant 48 x 75 ft. at Findlay, O.

The Washington Ice Company, of Washington, Ind., is building a new office and putting large scales.

HYGEIA WATER—A BY-PRODUCT.

(Abstract of an article by C. F. Conover in Cold Storage and Ice Trade Journal.)

In a former article I explained how "hygeia" water was manufactured as a by-product of an ice manufacturing plant or in a mechanical plant where the exhaust steam and the heat of the fuel gases go to waste. It will be my effort in this article to give a description of how the bottling and sale of the water are carried on. It is here that the first cost in the manufacture of "hygeia" water is met. The first requisite of the bottling department is absolute cleanliness, and this must always be borne in mind.

"Hygeia" water is usually sold in two sizes of bottle or demijohns. The larger size bottle will hold five gallons, and the greater number of consumers of water in this size of bottles are in the office buildings, while the smaller size bottles will hold about three pints and are principally supplied to residences and clubs, where the water is kept in its original package, which is placed in the ice box to be cooled and the water used as required.

All bottles are delivered in crates—the 5-gallon size, one to a crate, and a smaller size, six to a crate—and are usually sold for the same price, which ranges from 40 cents to 75 cents, according to the brand of the water and locality. Each ton of water contains 250 gallons, making fifty 5-gallon demijohns, which, if sold at 40 cents a demijohn, will realize \$20.

The bottling department for a plant turning out 10 tons of water a day will require two laborers both day and night to wash and fill the bottles. The bottles, after being brought in by the drivers from the various



Every packer wants pure ice and plenty of it—ice and refrigerating machinery that can be depended upon to produce the maximum of both quality and quantity at the lowest cost and with the least trouble.

The Vogt Machines may be depended upon to meet your requirements, no matter how rigid they may be. Based upon the Absorption System—the only really scientific refrigerating system—these machines produce results not otherwise possible.

We want every packer who is thinking of installing ice machinery or making any changes to hear our story before he makes any decision. We like to get inquiries and to answer them.

HENRY VOGT MACHINE COMPANY

10th Street and Ormsby Ave.

LOUISVILLE, KY.

routes are placed in large tubs filled with boiling water, the old labels washed off and the bottles thoroughly cleansed on the outside. They are then partly filled with steel shot and well shaken so that if anything adheres to the inside of the bottle it will be dislodged. The bottles are now emptied and again thoroughly rinsed with hot water and sprayed out inside. After this treatment the bottles are corked and stacked up and are ready to be filled.

Before the bottles are filled they are rinsed again with distilled water and after being filled are corked up, sealed and labeled and are then ready for delivery. In delivery a specially designed wagon is used with upper and lower trays to fit the crates, similar to the wagons used by mineral water concerns.

The best and most constant class of trade in the "hygeia" water business seems to be among the tenants of the office buildings. This trade can be depended on the year 'round. It hardly seems reasonable, but it is a fact, that more water is sold in winter to the family trade than in summer, especially in New York, as during the summer months the majority of the consumers of such waters are in the mountains or seashore resorts or at their country homes.

Returning again to the consumers in the office buildings, note that this class of trade in most cases requires the use of a water cooler. The old style of water coolers, where the water and ice were placed together in the same receptacle, has practically gone out of use. The new style of cooler allows the water to be kept in the original package, and, when drawn, in no way does it come in contact with the ice. The cork is drawn from the demijohn and replaced by another, to which is attached a block-tin syphon tube. The demijohn is then placed in the carriage or holder and the syphon tube is connected by a flexible connection to a block-tin coil in the ice chamber. The ice is placed on this coil and the water is cooled as it passes through the coil to the faucet on the outside of the cooler where it is drawn. This

style of cooler requires very little ice, as the ice only absorbs the heat from the water that is drawn off, as the cooler is thoroughly insulated, being made of two galvanized iron cylinders, one smaller than the other, and the intervening space filled with insulating material. These coolers are usually placed on iron stands having a shelf on which a drip pail is placed for the reception of the water from the melting ice and drip from faucet.

There are quite a number of water coolers on the market, some with block-tin coils and others with open cylindrical-shaped cups placed inside of the ice chamber, into which the water first passes from the demijohn before it is drawn off, but those with the block-tin coils are the safest from a sanitary stand-

W. H. BOWER, GEORGE R. BOWER
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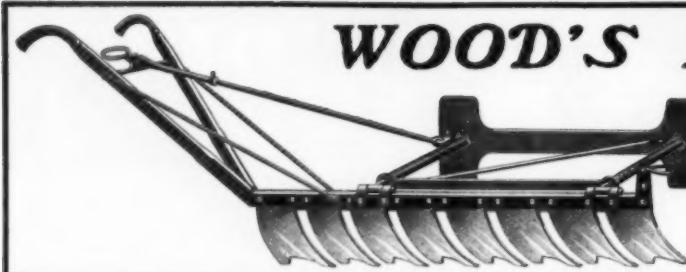
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Boston, 45 Kilby St., Charles P. Dufres.
Pittsburg, 22 Ross St., Pittsburg Transfer Co.
Baltimore, 1348 Block St., Baltimore Chrome Works.
Washington, 1227 Pennsylvania Ave., Littlefield, Alvord & Co.
Atlanta, Century Building, Southern Power Supply Co.
Jacksonville, Atlantic Coast Line Ave., E. W. W. Acosta.
New Orleans, Magazine & Common Sts., Franklin Dicks & Co., Ltd.
Cincinnati, 9 East Pearl St., C. F. Calvert.
Chicago, 16 N. Clark St., F. C. Schaeffer.
Milwaukee, 156 W. Water St., Central Warehouse.
Kansas City, 717 Delaware St., O. A. Brown Company.
Omaha, 1018 Leavenworth St., Wm. M. Bushman.
Liverpool, Adelphi Bank Chambers, Peter R. McGuire & Son.



**WOOD'S ICE TOOLS
ELEVATORS
PLANERS** FOR ELEVATORS
AND FOR
FIELD

Eighty page Catalog ready.
WILLIAM T. WOOD & CO., Arlington, Mass.

point, as they are hermetically sealed from the time they are placed in position until the bottles are empty.

Some of the coolers with the open cup are no better than the old style water cooler, as the ice is liable to fall into the cup when the ice chamber is being filled, and should the ice be impure, it will pollute the water. Ice, especially manufactured ice, at times has a bad odor. Should this be the case, the water will absorb the odor, and, of course, will taste bad. The purer the water the more quickly it will absorb any odor.

It is claimed by some that a block-tin coil will get foul and unclean, but after an experience of some five years with a block-tin coil cooler, without washing, I failed to find the least particle of dirt or slime. The only way I can account for this is that the water was absolutely pure and that its flow through the coil was so rapid that it kept it washed out.

A great number of the concerns that have gone into the "hygeia" water business have taken up the manufacture and sale of carbonated and mineral waters, resulting from the demand from their customers and other

sources, as the general public are under the impression that a concern that manufactures distilled water must, of course, manufacture the other products.

Carbonated beverages and mineral waters manufactured from pure distilled water are much more wholesome than the natural product, will not spoil and will keep indefinitely. Immense profits are realized on the manufacture of these waters after a business is once established.

It will be only a matter of time until all large power plants in cities will be equipped with evaporators and other necessary apparatus, producing thousands of tons of distilled water. It will then be possible for all classes to use it, while at the present time it is manufactured on such a small scale that it is a luxury and can only be enjoyed by the wealthy.



ARE YOU THANKFUL?

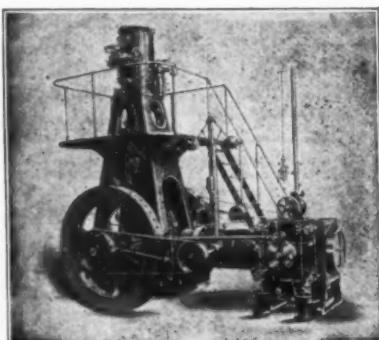
The Four-Track News sees every reason to be thankful at this, the annual thanksgiving season. Before that festal day we will have

passed through a presidential campaign, and that will surely be a matter for thanksgiving. We are at peace with all the peoples of the earth, and "the banner Betsy made" is honored and respected in every port on the globe.

As the reports come in, boll weevil, rust and other things to the contrary, it is proven that the crops are bountiful, and that prosperity wears a smile. The only drawback to our complete prosperity, progress and happiness is the dispute between labor and capital—a dispute which, let us pray, will some day vanish, as the sunrise of reason dawns upon those who, disregarding the great law of the brotherhood of man, see no hope for themselves except by resort to force and intimidation.

Our Thanksgiving, therefore, should be divided between gratitude for many blessings, and prayers for the early coming of a day when every man will have due regard for the rights of others.—From "Vest Pocket Confidences," in Four-Track News for November.

See Page 48 for Bargains



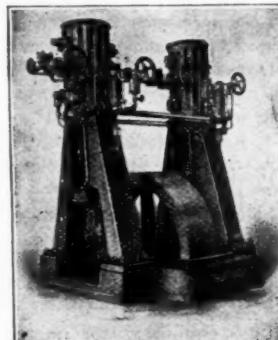
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COLD STORAGE & ICE TRADE JOURNAL

ESTABLISHED 1877

A MONTHLY NEWS AND TECHNICAL MAGAZINE OF THE
REFRIGERATING, ICE MAKING, NATURAL ICE AND ALLIED TRADES
PRODUCE EXCHANGE NEW YORK

TWO
DOLLARS
A
YEAR

TWENTY
CENTS
A
COPY

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the bbls., except lard which is quoted by the cwt., in tcs., pork and beef by the bbl., or tierces, and hogs by the cwt.

Slightly Erratic Conditions—Occasional Firmness Through Favorable Statistical Positions, but Hog Supplies of Most Consideration—Stocks Much Reduced, Nevertheless the Undertone Is Not Encouraging for Permanently Bullish Movements—Good Consumption, but Largely Met by Held Stocks of Distributors Rather Than From New Buying.

The Chicago stock November 1 would have been, under ordinary conditions of the market, a decidedly bullish factor; as it was, it only stimulated prices moderately and perhaps temporarily. It was shown that the stock of lard has decreased in October 43,500 tierces contract grade, and that it was 28,315 tierces, against 71,853 tierces October 1; moreover, that the stock of ribs had been pulled down to 7½ million pounds, from 14,708,000 pounds, the stock October 1, and that the stock of contract pork was down to 32,000 barrels against 40,296 barrels October 1. Then again an estimate of the world's visible supply of lard showed that it had diminished in October 38,500 tierces, and that it amounted to 200,800 tierces.

The stronger tone of the products markets which developed on Wednesday, and as largely through their statistical position, was encouraged by under estimate receipts of hogs, and it was followed by a fair degree of firm-

ness on Thursday by the less than expected supplies of hogs at the packing points and 5@10c. higher prices for them.

But the products markets have, as beyond the favorable statistical features referred to, some antagonistic exhibits that give the near future for them a more uncertain outlook than ordinarily.

However reduced the cash stocks are, and which would make it easy to advance prices against needs for contract deliveries, yet the speculation has been that of slack order for some time that there would appear to be no especial alarm concerning at least the near future dealings. Besides whatever speculation has been had has been chiefly on the "long" side. The fact, as well, that for the present, the hog receipts are moderate, or less than expected, and invite the firm temper of the products markets, is of little consideration under the belief that for the month and through December that there is likely to be sufficient supplies of hogs to keep packers from marked bullish views as to the prices of the products, although it is conceded that the prices of the products are too cheap as compared with the cost of hogs, and that either the cost of hogs would have to go down or the prices of the products be put to a higher basis. But when it is conceded that the cash demands are not at pres-

ent especially active, because of the late large buying and shipments, and which reduced stocks to their present narrow productions at the packing points, as well as supplying many sources of near needs of the products; besides that the speculation in the products is without especial vitality, it rather looks as if, for awhile, most concern would be shown in laying the packing down at as easy prices as possible, particularly if the hog supplies at the packing points reach the volume expected of them for this and next month. There is, however, unquestionably a trade opinion that the hog supplies may not be particularly large in November, and that it will be December before the hogs are freely up in average weights for marketable purposes.

The consumption of the products is active both in this country and Europe, however for the present the more reserved buying of the distributors; and the statistical outlook of the market alone considered would be an encouraging one.

Besides there are some prominent interests very friendly to the products for a firmer tendency of prices; nevertheless, it would seem doubtful that there is likely to be bullish manifestations of the market right away under the indicated features of hog supplies and demand. Yet that it may be doubted

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LARD AND REFINING COMPANY

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Wilcox and Globe Brand

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LARD



that some bearish views of the market are likely to turn out correct, whatever weakness may transpire as the hog supplies become of larger volume.

There would, however, seem to be a fair prospect of ultimately better conditions of the market, or at a time when hog supplies are more freely forward, and the products markets have fully settled, and as the opinion is encouraged by the good consumption of the products everywhere and the belief of increased European wants for the season.

There are firmer market conditions for cotton oil for the week, based upon Southern speculative demand and a moderate export inquiry, with wide apart ideas concerning the cotton crop, and a disposition to reduce estimate of the cotton crop.

The tallow market has been slacker on a further decline in the English market, but closed steadier at our eastern markets.

The compound lard business is not active, but rather runs along in a conservative way.

The average weight of hogs at Chicago last week was 226 lbs., against 229 lbs. the previous week, 237 lbs. the corresponding week in 1903 and 230 lbs. in 1902.

Exports from the Atlantic ports for last week: 2,905 bbls. pork, 11,502,509 lbs. lard, 13,423,946 lbs. meats; corresponding week last year: 3,745 bbls. pork, 13,900,575 lbs. lard, 9,597,230 lbs. meats.

In New York there has been a moderate export business in pork at steady prices; sales of 350 bbls. mess at \$12.50@13; 200 bbls. family at \$16; 500 bbls. short clear at \$14@16. Western steam lard has only moderate export demand, and is quoted at \$7.52. City steam lard is slow and nominal at \$7.12½. Compound lard is fairly active at 5%@6c. for car lots. In city meats there has been considerable done in bellies at about steady prices. Sales of 80,000 lbs. pickled at 9c. for 12 lbs. average; 8¾c. for 14 lbs. average; 9½c. for 10 lbs. average, and at 10c. for 10 lbs. clear; also sales of 60,000 lbs. Western bellies, loose, at 8¾c. for 10@12 lbs. clear, and at 9½c. for 8@10 lbs.; 7,000 pieces pickled hams at 9½@10c.

BEEF.—The market continues quite firm, especially for the low grades, with increasing demands. City extra India mess, tcs., \$15.50 @16; barreled, mess, \$8.50@9; packet, \$10; family, \$11; Western flank, \$10.25 asked.

PRODUCE EXCHANGE NOTES.

Memberships at \$250 bid and \$300 asked. Henry G. Anderson (Buffalo) was proposed for membership.

Visitors: John Tideman, Bremen; J. E. De Meza, W. E. Payne, New Orleans; G. A. Lambek; G. C. Mullin, J. A. Rankin, Chicago.

THE "DEWEY" KOSHER BACON.

The building of the Schwarzschild & Sulzberger lard refinery and provision plant at Chicago recalls the company's famous "Dewey" brand of bacon. It was just after Dewey's famous naval feat at Manila that the S. & S. Company forwarded the great American Commodore some of its recently cured bacon and received substantially the reply which belted the world. Admiral Dewey—then Commodore—didn't exactly use these words, but he said in effect: "I've licked the Spanish and eaten your bacon. I don't know which I enjoyed sinking the most."

This kosher bacon not only pleased the world's most famous sea-dog, but it has so pleased the land lubbers of the world that the present facilities of the S. & S. Company for turning out an ample supply to meet the growing demand for S. & S. provisions that the company has had to virtually build a new plant at Chicago. The "hog factory," as the crude tradesman calls the big factory addition now going up on Ashland avenue, Chicago, will, when completed, be the biggest house of its kind in all the range of packerdom. It is six stories high, and has both a basement and a sub-cellars. The coolers will hold 30,000,000 lbs. of stuff. The lower floors are being used now and the smokehouse is already groaning with hams and things.

By the way, the S. & S. Company has a sort of Gatling gun ham-boiling machine. The hams are shoved into tiers of cylinders, and the whole truck is boiled. The product thus keeps its shape and the skin fails to "burst."

The new factory will soon gets its gait. The S. & S. Company is becoming more and more a factor in the Chicago and Kansas City hog markets, and, hence, in the American and foreign pork and provision trade. Its kosher bacon is something new in that line of provisions. This country is full of unorthodox Hebrews who eat hog and fish without scales and things that crawl and creep, all of which is contrary to the strict letter of the Mosaic law. They all believe in the kosher killing of all livestock for health reasons. A lot of Gentiles take that Hebrew view of the slaughter of meat. Kosher bacon cannot come from any but sound hogs, hogs that have no ailment of any kind whatever.

AMERICAN GLUE CHANGES.

The directors of the American Glue Co. have appointed Eugene P. Carver and Andrew J. Ward as members of the finance committee, succeeding Eugene N. Foss and F. W. Stearns.

EXPORTS OF PROVISIONS

Exports of hog products from Atlantic ports for week ending Oct. 29, 1904, with comparative tables:

PORK, BARRELS.		Nov. 1, 1903.
Week Oct. 29, 1904.	Week Oct. 31, 1903.	to Oct. 29, 1904.
United Kingdom....	602	1,000
Continent.....	692	150
So. and Cen. Am....	81	533
West Indies.....	1,499	1,901
Br. No. A. Col....	75	11
Other countries....	46	—
Totals	2,995	3,745
		154,795

BACON AND HAMS.		Nov. 1, 1903.
Week Oct. 29, 1904.	Week Oct. 31, 1903.	to Oct. 29, 1904.
United Kingdom....	12,558,580	8,273,271
Continent.....	549,691	865,009
So. and Cen. Am....	94,650	139,850
West Indies.....	205,275	233,800
Br. No. A. Col....	—	106,625
Other countries....	15,750	85,300
Totals	13,423,946	9,597,230
		610,035,186

LARD, POUNDS.		Nov. 1, 1903.
Week Oct. 29, 1904.	Week Oct. 31, 1903.	to Oct. 29, 1904.
United Kingdom....	5,497,956	6,066,653
Continent.....	3,907,458	6,250,132
So. and Cen. Am....	235,045	476,180
West Indies.....	1,503,350	924,960
Br. No. A. Col....	25,600	—
Other countries....	235,080	182,660
Totals	11,502,509	13,900,575
		610,531,736

RECAPITULATION OF WEEK'S EXPORTS.		
Pork, bbls.	Bacon and Hams, lbs.	Lard, lbs.
New York.....	2,870	4,387,300
Boston	61	1,570,275
Portland, Me.....	—	1,109,323
Philadelphia	—	128,628
Baltimore	—	200,262
New Orleans.....	64	65,375
Montreal	—	5,881,681
Mobile	—	81,100
Totals	2,995	13,423,946
		11,502,509

COMPARATIVE SUMMARY.		
Pork, lbs.	Bacon and hams, lbs.	Increase.
Nov. 1, 1903, to Oct. 29, 1904.	Nov. 1, 1902, to Oct. 31, 1903.	1904. 1903. 1902.
30,939,000	30,836,800	122,200
610,035,186	597,817,597	12,217,580
610,531,736	571,432,051	39,099,685

OCEAN FREIGHTS.

Liverpool.	Glasgow.	Hamburg.
Per Ton.	Per Ton.	Per 100.
Canned meats.....	7 6	12 5
Oil cake.....	6 3	5/
Bacon.....	7 6	12 5
Lard, tierces.....	7 6	12 5
Cheese.....	20/	35/
Butter.....	25	30/
Tallow.....	7 6	15/
Beef, per tierce.....	1 6	2 5
Pork, per bbl.....	1/8	20/

EXPORTS SHOWN BY STEAMERS.

Following were the exports of commodities from New York to foreign ports for the week ending Saturday, October 29, as shown by Lunham & Moore's statement:

Steamers.	Destination.	Oil		Beef.		Lard.		
		Cake.	Bacon.	Butter.	Tcs.	Bbls.	Pork.	Tcs.
Lucania, Liverpool	1241	332	—	—	—	—	270	25
Cevic, Liverpool	788	—	—	—	40	683	992	—
Teutonic, Liverpool	983	1382	—	—	95	100	593	—
Celtic, Liverpool	364	1737	1525	—	—	—	405	1695
New York, Southampton	—	1778	—	25	—	—	100	545
Minnetonka, London	658	117	608	25	—	—	500	11458
Llandaff City, Bristol	—	16	—	113	—	—	—	5000
Toronto, Hull	2405	2494	77	75	20	—	595	6252
Thespis, Manchester	—	50	—	—	—	—	50	12502
Hibernian, Glasgow	—	406	—	116	—	50	245	410
Furnessia, Glasgow	—	475	470	134	—	125	355	395
Belgravia, Hamburg	—	60	—	—	150	100	773	10830
Noordam, Rotterdam	11894	—	—	—	137	—	402	6390
Vaderland, Antwerp	8649	183	—	217	—	385	105	1,000
Main, Bremen	—	—	—	—	275	250	50	5297
La Gascogne, Havre	—	—	—	—	—	—	50	1400
Concordia, Havre	7346	—	—	—	—	—	—	—
Hekla, Baltic	3685	—	—	—	375	—	145	5400
Hellig Olav, Baltic	1000	—	—	—	120	—	385	1775
Koenig Albert, Mediterranean	—	75	—	—	—	—	—	450
Patria, Mediterranean	—	—	20	—	—	—	—	200
Sabine, South Africa	—	—	—	—	—	—	—	604
Total	36001	4718	7476	2623	680	1077	1045	5223
Last week	19868	2050	7588	4996	1107	751	272	6180
Same time in 1903	15420	3455	10622	200	431	1120	217	8103
								71070



See Page 48 for Bargains



TALLOW, STEARINE, GREASE and SOAP

WEEKLY REVIEW

TALLOW.—There had been a disposition to hold the market fairly steady at the decline made in it in the previous week, but the steady temper on the part of sellers met with no response on the part of buyers, as there was a good deal of apprehension among them that the market would find a still easier basis.

The disposition on the part of the trade to call the market nominally steady prevailed up to Wednesday, as following the lower prices of the week before.

But on Wednesday there was a feeling of depression about the market as to the possibility of sales except at lower prices, and because the English advices were of further lower prices, with the London sale reporting 6d. decline, while there were 1,200 casks offered at the sale and only 200 casks sold, while the fact of absence of much buying interest at the sale was the most weak feature of it.

On Thursday, however, the tone, in New York, at least, was steadier, with 4½c. bid for city, hds., for next week's delivery and not accepted.

While there has been no important export demand for the tallow in this country for some time, yet the steady decline from the for some time before excited markets for the tallow in England puts further away any possibility of export demand for the supplies here; consequently the markets in this country rule more as affected by demands displayed from the soapmakers and compound makers.

Naturally these home demands for tallow

would be conservative when they are restrained in part by the feeling that there will be no competing demand from Europe for it except at lower prices. But the home demands are as well checked by the not more than moderate activity in compound lard, and the feeling that all soapmakers have of conservative action in buying until there are settled conditions of other fat markets which influence the prices for tallow.

Thus the home consumers of tallow feel that the lard market, which influences the degree of the consumption of tallow by the compound makers, is not likely to be permanently bullish, until the hog supplies of the country are better forward, since the cost of hogs would be of more advantage to the packing interests than the prices of the products, even considering that the stocks of lard are greatly reduced.

Besides, the soapmakers are, in some degree, neglecting tallow because some other soap-making materials are at relatively easy prices, but more particularly cottonseed oil, which is practically 3.60c. per pound, although cotton oil, at this writing, show some recovery from its inside prices. The soapmakers are more freely using cottonseed oil, although not actively so. The soapmakers do not care to buy any class of raw materials at all freely until market conditions for them are well settled, and as they are influenced in their opinions by the general outlook of the markets, and their ideas of the corn and cotton crops; although we think that the cotton crop is of less volume than some people expect for it.

Nevertheless, it looks to us as if many products were now rather cheap, and that no material declines in their prices could be expected, and notably for tallow and cotton oil, although there is, of course, a possibility of their being a little cheaper.

At the same time if demands at all quickened for supplies from home consumers there could be almost at once a slight turn in the market to a steadier basis.

It is conceded that the consumption is of very fair volume of essentially everything in the list of fats, not only in this country but in Europe; but this season the disposition to buy the raw materials on the part of manufacturers is more to protect near needs of them to meet the demands for the manufactured goods from consumers, and is not, as in most seasons, with a view of contracting for supplies ahead, even, though at present some of the prices for the commodities look inviting for buying.

Just why there is the conservative feeling in buying is clear from the experiences of buyers after the previous season's erratic markets, which has since discouraged many of them in extensive buying ahead of actual needs, and, as well, as they feel that prices of raw materials cannot go much further against them; at least that they are willing to chance the developments from the corn and cotton crops, and the liberal hog supplies of the country, and as they will have their bearings upon the various fat markets, while they are interlocked in action, in some degree with the lard, cottonseed oil and tallow markets.

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New York City**

The city hhd. tallow in New York has not, as yet, sold under 4½c., but is nominal, because there is now no accumulation of it to test a market. There is nothing on offer this week, as the sales last week cleaned up the offerings. There have been about 600 tcs. city sold on p. t.; it is quoted, at about 4½@4½c. The make of city, hhds., is now about 650 hhds. weekly.

Edible tallow is rather scarce, and is quoted at 5½@5½c. Sales 200 tcs. at 5½c., part of city made.

Country made tallow is arriving moderately, and is rather better sustained in price than city made. Sales have been 380,000 pounds at 4½@4½c. for good and prime, 4½@4½c. for choice, and some kettle lots at 4½c.

The Western markets still show a good deal of offishness on the part of buyers, as awaiting settled market conditions, but where the feeling is rather depressed; prime packers, in Chicago, loose, is at 4½c. bid, after selling at 4½c., and city renderers, in tierces, about 4½c.

The Australian shipments of tallow for October were 1,200 tons, against 1,000 tons last year.

(Continued on page 42.)

OLEO STEARINE.—The trading a few days since satisfied, temporarily, wants of the compound makers, and leaves the market as making accommodations on dullness. There is more of an effort to sell in New York, and 7½c. has been accepted for 2 car lots of out-of-town made, after a car lot sold at 7½c. The Chicago market had sales of 200,000 pounds at 7½c. There is a good deal of caution exercised by buyers, who not only have the moderate compound lard business to restrain them in buying, but, as well, do not feel that market conditions are at all cheering as under their expectations of the outcome of the lard market, or believing, as they do, that the lard market will be oftener influenced to weakness than firmness through the expected larger November hog marketing, although, at this writing, the lard market is somewhat stronger.

LARD STEARINE.—No business of moment, but there is rather more difficulty in buying except at steadier prices. About 8@8½c. quoted. Late sales of 3 cars at 8@8½c.

COTTONSEED STEARINE.—Exporters are figuring over moderate quantities; increasing offerings of supplies; quoted at 34@38c. per gallon.

GREASE has been offered at a further decline of ½c. Some sales of good soap greases at 3½@3½c. Not much activity to trading. Yellow quoted at 3½@3½c.; house at 3½@4½c., chiefly with 4c., as outside; bone at 3½@4½c.; B white at 4½@4½c.; A white at 5c.

GREASE STEARINE can be had at small concessions in prices, although there is not much of a supply on offer, yet dullness to demands. Yellow at 4½c.; white at 5c.

OLEO OIL.—The Dutch markets are having a good trade in butterine, but seem supplied with the oil, and new transactions are small. Prices unchanged. Rotterdam at 53 florins; New York, choice at 9½c.; prime, 7½c.; low grade at 6c. Sales of 1,000 tcs. in Rotterdam at 53 florins.

COCOANUT OIL.—The market has rather an easier look, more because of quieter de-

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Prime Summer White.	Prime Summer Yellow.	Summer White Soap Oil.	

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mands, than from any material excess of supplies. Ceylon, spot, 7@7½c.; do. November and December arrival, at 6½@7c.; September to November shipments, at 6½@6½c. Cochin, spot, 7½@7½c.; do. October and December shipments, 7c.; October and November arrival, 7½c.

PALM OIL.—Very little demand; but prices supported on small stocks. Red, commercial, at 5½c. Lagos at 6c.

LARD OIL.—Trading is limited to small lots, with the market somewhat unsettled; prime quoted at 61@62c.

CORN OIL.—Export interest is very slack; a moderate home trading; prices are easy. Car lots at \$3.50; job lots, \$3.75@3.90.

NEATSFOOT OIL.—The business is in job lots, without marked change in prices; 20 cold test at 95@96c.; 30 do., at 84@85c.; 40 do., at 62c.; prime at 50c.; dark at 45@46c.

NEW YORK WON BUTTER PRIZE.

The award for the best butter display at the St. Louis World's Fair was announced last week, and there has been a good deal of heartburn among Western dairymen, for New York State took the prize away from Iowa, which considered that it had a "cinch" on the medal. The awards were as follows:

Highest average for entries from one State, first prize, New York, with an average score of 93.47.

Championship cups for the highest average for six months, H. C. Hansen, Smith Mills, Minn., score, 95.87.

Gold medal for the best package of creamery butter, L. S. Taylor, Glenville, Minn., score, 98½; second, silver medal, F. L. Odell, Greenfield, Iowa.

Silver cup to buttermaker scoring highest average from each State having 10 entries or more, F. W. Huth, Troy Center, Iowa, score, 98½; Ernest Johnson, Hebron, Ill., score, 96%; George Martin, Adams, N. Y., score, 96%; J. M. Holderman, Plymouth, Ind., score,

95½; F. E. Stafford, Vicksburg, Mich., score, 95½; O. C. Beck, Kidder, S. D., score, 95.

State averages, 10 entries or more: Minnesota, 158 entries, score, 92.90; Wisconsin, 111 entries, score, 91.55; Iowa, 98 entries, score, 91.21; Illinois, 34 entries, score, 92.42; Michigan, 17 entries, score, 93; South Dakota, 12 entries, score, 89.70; New York, 11 entries, score, 92.45; Indiana, 11 entries, score, 92.09; North Dakota, 10 entries, score, 88.88.

A MAGAZINE OF TRAVEL.

The "Four-Track News" for November opens with an article on "New England Witchcraft," by M. Imlay Taylor. Among other leading articles are "Summer in Winter," by Rev. Minot J. Savage; "Riverside Drive," by Isabel R. Wallach; "The Nature-cure of Duncan West," by Kathleen L. Greig; "A Bit of the Neutral Ground," by B. H. Dean; "Outskirts of the Orient," by Martha Lowell; "The Land of Evangeline," by Frances R. Sterrett; "Palermo and Its People," by Minnie J. Reynolds, and "In the Shadow of the Pines," by Frank W. Mack. Besides these there are nine other interesting articles. This number also contains an exceptionally interesting poem, entitled "A Dream of the Hudson," by Thomas C. Harbaugh, and a clever poem, entitled "The Man in the Moon," by W. H. Wilson. In addition to these there are numerous other poems, "Little Histories," and the usual departments relating to "The World's Progress," travel, the current books, the theatres, etc., making collectively an interesting and strong table of contents, and in point of illustration the equal of any number of this magazine yet issued.

The "Four-Track News" is fifty cents a year, or five cents a copy, and can be had of George H. Daniels, Publisher, 7 East 42d street, New York. Beginning with January 1, 1905, the "Four-Track News" will be \$1.00 per year, 10 cents per copy; subscriptions received prior to that date for the year 1905 only will be accepted at the old rate, 50 cents a year.

COTTONSEED OIL

WEEKLY REVIEW

THE NATIONAL PROVISIONER is an official organ of the Interstate Cottonseed Crushers' Association, and the official organ of the Oil Mill Superintendents' Association of the United States.

Firmer Undertone, More Especially for Late Deliveries, Largely on Southern Speculative Demand—Steady Moderate Export Trading—Increasing Desire to Buy the Crude at the Mills at Firmer Prices—Compound Makers and Soapmakers Not At All Active in Demands for the Oil—Diminished Cotton Crop Estimates.

It has been for some time a peculiar market in many respects, but at this writing it is a decidedly strong one at some advance for the week, and as based chiefly upon southern speculative demand under some opinions held at the South that the cotton crop is not so large a one, as some of the people had only latterly, or until the period of changed weather conditions at the South, had been estimating concerning it; and, as well, that the market is somewhat influenced to firmness by a slight improvement in the export demand.

It cannot be said that demands are at all active for the oil from the home compound makers or soapmakers, yet there is undoubtedly increasing consumption of the oil from the held stocks of the manufacturers of compound lard and soaps, and that by that much their needs will be greater of the oil at some time in the near or late future.

The conservative mood in buying raw materials by these home manufacturers, and who have adopted the policy this season of taking supplies as they need them for consumption rather than as in most seasons anticipating the requirements for consumption, prevents, in some degree, the usual fall season activity in the oil market.

Another point in the condition of business is that the export markets are as well inclined to conservatism in buying. The foreign markets have had their opinions about the effects of the cotton and corn crops upon fat supplies generally and have thought that they needed not to be at all hurried in buy-

ing the cotton oil, although late prices had looked very reasonable. Nevertheless, the cotton oil market is at present working stronger. Whether the firm position holds or does not hold is a matter of more than ordinary doubt, but we append a summary of the characteristics of the market.

The foreign markets, some of them, want the cotton oil at prices for late future deliveries that prevail for the near by options, and while they had been able to make a few days since some contracts ahead at prices somewhat under the open market rates for the oil in New York, it is noted now that there is greater reluctance to sell the exporters except at firmer prices than they have been latterly willing to pay.

In other words, the belief is that the continent recently bought moderate quantities of the prime yellow for December delivery at to equal as low as 27c. in New York. Moreover, that they would have been willing to pay that price for considerable further quantities, but were not able to get them, while, just now, the market is positively a fraction above even the late selling rates. Nevertheless, there have been about 6,000 barrels sold here for export, as apart from a fair business direct with the other side, and it included November delivery of prime yellow beginning at 26½c., and up to 27c., while the December delivery was had by the exporters at 27c., and afterwards 27½c. was paid by them, while including some sales of edible oils for November deliveries at 29 to 31c., with the inside price for some lots for which there was a pressure to sell, but more generally the sales at 30@31c.

The November delivery of prime yellow touched in the week 26½c., in New York, for a lot of 100 bbls., but has since become stronger, and on Wednesday it had sold to 27c., although it would have appeared that if some of the easy prices counted upon by the

trade were to be had at all this season that they would come about some time this month. Nevertheless, that the market, at this writing, has recovered from 26½c., and is now strong at 27c. for November.

People who have had hopes, perhaps still have hopes of the inside prices for the oil, to a trading basis lower than has been quoted, have reasoned about on the following exhibit of features: that there is a steadily increasing quantity of the oil held by the mills, for which there is a conservative sale to the home compound makers and soapmakers, that there is, as well, a not at all active export demand; moreover, that seed supplies are being marketed rather freely, and again that the lard market is a rather slow one and that the compound lard business is not of an exhilarating character. Indeed, to sum up the situation that the conditions of supply and demand are against the market more now, together with the desire to get seed supplies at easy prices, than they are likely to be as the season wears along. Besides that there could be considerable deliveries of November oil on contracts in New York, if it is determined to make them, and which might further depress the market. About 20,000 barrels prime yellow are due on November contracts in New York. Nevertheless, we have seen lots of 100 barrels satisfy many contracts, and it may appear so this month on the deliveries in New York. It is a fact that the deliveries as yet of the oil on the November contracts are very moderate.

We allude to the above signification of market conditions only to give the uppermost features of the market, as they had appeared in the late movement to easier prices, and not that they would prove that the low talked of trade in instances, prices are to materialize.

Indeed, the cotton oil market, at this writing, has recovered tone, while it has increasing

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ing speculative demand, chiefly on southern account; moreover, that the refined oil in New York not only is doing better in price, but there are trifle firmer situations at the South for crude, in tanks, which is selling at 20½c. in the Southeast, and at 20@20½c. in the Valley, and 50 tanks sold at those prices, but the above prices are for near deliveries, and the December delivery is held at 21c., with one or two tanks sold at 21c.

There is little question but that the foreign markets as well as the home consumers of the oil, look upon the current prices for it as of a fairly reasonable inducing basis for buying, under ordinary considerations of it, and that if they could dismiss some of their ideas of possible market conditions, that they would now be much more freely taking up the oil.

While we think that the season's cotton oil production will be the largest yet had, and as making this deduction not only from the larger number of mills in operation, but the freedom with which the seed supplies are being had and their prices, yet we think that there is more than usual doubt for this time of the season as to the extent of the cotton crop, although conceding that the cotton crop is a larger one than that had last year.

By the frost damage to the cotton crop in many sections last week and since, with some rains subsequently, and the improbability of a material top crop, we cannot see reason for expectations of a cotton crop such as were held a couple of weeks since. When the last large cotton crop was made, and which was in 1898 and 1899, reaching then 11,256,000 bales, there was a remarkably open season while a full top crop was made; moreover, picking was then going on in some sections at a remarkably late period of the season; indeed, "down in Texas they were then picking cotton almost up to the time of the next planting season." There is, of course, a much bigger cotton acreage this year than ever before, but it must be admitted that while the season is a later one than that of last year, since the frost came this season late in October instead of the early part of it,

as in last year, yet that the season's crop growing has wound up in some sections much earlier than the before big crop years, however favorable weather conditions are now in many sections for cotton picking.

Of course, from some directions, particularly the Southeast, the cotton crop reports are highly flattering for a big yield. There is undoubtedly still a good deal of trade talk of an estimated yield of cotton such as we referred to a couple of weeks since; nevertheless, we have our doubts of the cotton crop reaching the figures referred to a couple of weeks since and because of the developments since from weather conditions, although believing, as before indicated, that the cotton crop is a sufficiently large one for the pointed out reference to a somewhat larger cotton oil production than ever before had and a decidedly freer one than that of the previous year, but which we think may exceed for the season about 100,000 barrels more refined oil than that the largest before production and which was that of two years since. In other words it looks now like a cotton oil production for the season of about 2,700,000 barrels crude, or equal to a little over 2,400,000 barrels refined. It will be understood that the estimate of the production is based only on the significant current developments, and that it is given only as a probability from them, as, of course, the entire season would have to be awaited for absolute figures concerning the production. And this production of oil could be made on a 11,000,000 bale cotton crop, although that there are still materially larger estimates of the cotton crop going around, and as they range anywhere to 12,000,000 bales. There is more uncertainty as to the cotton crop outcome than in most seasons at this time.

The cottonseed meal is a little easier in price at the South, as it is having less export demand.

The seed receipts at the Southeast are being generally taken in at \$13@\$15, chiefly at \$14@\$15.

There is a good deal more off grade oil being made this year than in the previous

season, and it will be an advantage to the market in meeting some demands that take it, in instances preferring it, as being used to it, and especially the Mediterranean countries. But there is every probability, as well, of an abundant supply of prime oil.

It is only a question now of prices being sufficiently reasonable for the oil and which appears probable from the implied production of it, for a season's business of larger than ordinarily export order.

There is bound to be for the season a good, full supply of linseed oil in Europe, and this oil at present is being offered at very reasonable prices compared with the cost of cotton oil. But for the season's situations for peanut and some other soap oils in Europe it will not be possible to get a line on for several weeks.

However, the cotton oil at around or somewhat above current prices should ultimately prove attractive to foreign markets, and particularly those sections that will need it because of the decided falling off in the olive crop.

The cotton oil market lacks encouragement from the hog and beef fats positions. It is true that the stock of lard is a small one, or only 28,315 tcs. at Chicago against 71,853 tcs. October 1, and that the world's visible supply of lard shows a decrease for the month, by one statement of 38,500 tcs.; therefore, that if the statistical exhibit was considered alone that lard should be higher, and besides that the cost of hogs would be favorable to stronger lard. Nevertheless, because that this month (November) is likely to show a material increase of the receipts of hogs, which is likely to continue through December, it is improbable that the lard market will be at all bullish meanwhile for permanent holding; rather, as we are inclined to think, the effort will be more to keep the prices of hogs down, and that the products will suffer, on that account in price. But it would seem likely that after the hog supplies are fairly well forward that the products markets will get some bullish manifestations in order to more freely sell late futures. Yet,

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without much doubt, there are some strong supporters of the lard market who could swing it higher at the right time, and they would have the statistical position to favor them, particularly as there is a good consumption at home and abroad. The tallow market is a flat one, and may go a little easier, as at the London sale this week there was a decline of 6d. for the tallow, and only 300 casks sold out of 1,200 casks offered. At the close, however, in New York tallow is a little firmer, with 4½c. bid for city, hhd.

The sales for the week outside of the crude referred to in the Southeast and Valley, have been 25 tanks crude, in the Southeast, at 20@20½c.; 15 tanks do., in the Valley, at 20c., and 30 tanks in Texas at 19@19½c.

Bleaching oil in tanks in Chicago would bring 25c., and in New York 26c. is quoted for it.

The New York market has been as follows: At the close of the previous week, increased firmness to the market, with sales of 500 bbls. prime yellow, November, 26½c.; 1,000 bbls. do., at 26½c.; 100 bbls. do., December, 27½c.; 900 bbls. do., January, 27½c.; 700 bbls. do., May, 29@29½c.; prices then; November, 26½@27c.; December, 27½@27½c.; January, 27½@28½c.; March, 28½@28½c.; May, 29@29½c.

On Monday sales 200 bbls. prime yellow, January, 28c.; 200 bbls. do., May, 28½c.; market opened firm, but closed easier; early in the day prices; November, 26½@27½c.; December, 27½@28c.; January, 28@28½c.; March, 28½@29c.; May, 29½@29½c.; and late in the day; November, 26½@27c.; December, 27½@27½c.; January, 27½@28½c.; March, 28½@28½c.; May, 29@29½c.

On Tuesday early in the day easy prices, but the close firm at a small advance; sales 100 bbls. prime yellow, November, 26½c.; 100 bbls. do., 26½c., 400 bbls. do., December, 27½c.; 700 bbls. do., March, 28½c.; prices: November, 26½@26½c. (afterwards 26½c. bid); December, 27½@27½c.; January, 27½@28c.; March, 28½@28½c.; May, 29½@29½c.

On Wednesday the market opened stronger; sales, 500 bbls. prime yellow, January, at 28c.; prices: November, 26½@27c. (after the "call" 27c. was bid); December, 27½@27½c.; January, 28@28½c.; March, 28½@29c.; May, 29½@30c., and in the afternoon an even stronger market on Southern demand; sales, 100 bbls. prime yellow, November, at 27c.;

500 bbls. do., March, at 29c.; prices: November, 26½@27½c.; December, 27½@27½c.; January, 28@28½c.; March, 29@29½c.; May, 29½@30c.

On Thursday demand continued active in New York for refined from the South on speculation chiefly for January to March deliveries; sales early in the day fully 5,500 bbls. prime yellow, January, at 28c.; 1,000 bbls. do., December, 27½c.; 100 bbls. do., November, 27c.; prices then: November, 26½@27½c.; December, 27½@28c.; January, 28@28½c.; March, 29@29½c.; May, 29½@30c. In the afternoon a steady market but less doing; sales, 700 bbls. prime yellow, November, at 27c.; prices then: November, 26½@27½c.; December, 27½@27½c.; January, 27½@28½c.; March, 28½@29½c.; May, 29½@30c.

(Continued on page 42.)

FINA 1

The Board of Directors of the American Cotton Oil Company has this day declared a semi-annual dividend of three per cent. upon the Preferred Stock and a dividend of one per cent. upon the Common Stock of the company, payable Dec. 1, 1904, at the banking house of Winslow, Lanier & Company, 59 Cedar street, New York City.

The transfer books of the company will be closed on Nov. 10, 1904, at 3 P. M. and will remain closed until Dec. 2, 1904, at 10 A. M.

JUSTUS E. RALPH, Secretary.

Dated Nov. 1, 1904.

and December at 44½@45 francs. Good demand for January and forward deliveries at 46@46½ francs.

Liverpool.

(By Cable to The National Provisioner.)

Liverpool, Nov. 3.—Cottonseed oil market is dull, with very little interest shown on the part of buyers. Some demand for prime summer yellow around 17½ shillings, and for off oil at 17 shillings.

Rotterdam.

(By Cable to The National Provisioner.)

Rotterdam, Nov. 3.—Cottonseed oil market quiet; prime summer yellow at 21 florins and butter oil at 23 florins.

Marseilles.

(By Cable to The National Provisioner.)

Marseilles, Nov. 3.—Cotton oil market is depressed on account of buyers mostly filled up. Some demand for winter oils at 50 francs. Prime summer yellow quoted at 44½ francs for November and December, and 46½ francs for January to March.

Trieste.

(By Cable to The National Provisioner.)

Trieste, Nov. 3.—Cotton oil market is firm, with sales of good sized lots for November

SOUTHERN MARKETS

Memphis.

(Special Wire to The National Provisioner from Graut Bros. Co.)

Memphis, Tenn., Nov. 3.—Prime crude cottonseed oil Memphis, 21c.; Valley, 20½c. Little disposition of mills to sell for future delivery; trading to-day, 20½c.; Arkansas, Mississippi Valley, prompt Memphis meal, \$20.75; hulls, \$33.75; linters, \$4.25@4.50.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Nov. 3.—Our market this week shows a firmer tone, but quotations unchanged; 19c. bid for oil, with an occasional sale at a fraction better. Meal, good inquiry, \$23, November shipment; loose cake, \$17.50@18 bid f. o. b. mill. Linters, fair demand at \$3.50@4.50, according to quality or grade.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Nov. 3.—Offerings of crude light in all directions. Texas mills asking 19½c.; 19c. bid. Valley mills asking 20½c.; 20c. bid. Buyers indifferent. Some demand for refined, but prices below parity of crude. Quote P. S. Y. 26½c.; O. S. Y., 25½c., ship's side New Orleans. Cake and meal weak and declining, first half Novem-

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ber worth about \$25 long ton ship's side New Orleans, last half November, $\frac{1}{4}$ less. Hulls in fair demand, \$4 loose New Orleans.

Kansas City.

(Special Wire to The National Provisioner.)

Kansas City, Mo., Nov. 3.—Cotton oil market firmer; $19\frac{1}{2}$ c. freely bid for prime crude at Southwestern mills, and 20c. paid at favorable locations for December shipment. Refined oil held proportionately higher, but buyers so far reluctant to pay advance. Bleachable yellow, 22c., Texas, asked.

Atlanta.

(Special Wire to The National Provisioner.)

Atlanta, Ga., Nov. 3.—Market dull. Mills sold up November 20 $\frac{1}{4}$ c.; December, 20 $\frac{1}{4}$ c.; January, 21c. Meal steady at \$21@21.50, according to location and time of shipment. Hulls easy but unchanged.

COTTONSEED OIL EXPORTS

Exports of cottonseed oil for the week ending November 3 and since September 1 were as follows:

From New York.

	For Week.	Since Sept. 1.	
Port.	Bbls.	Bbls.	
Acajutla	—	6	
Adeiaide	—	53	
Alexandria	—	560	
Algiers	—	555	
Ancona	—	150	
Antigua	—	76	
Antwerp	100	475	
Auckland	15	35	
Barbados	—	65	
Bergen	100	100	
Bordeaux	250	500	
Bridgeport	—	67	
Bristol	—	10	
Buenos Ayres	—	334	
Cape Town	—	125	
Cardiff	—	10	
Cayenne	—	51	
Christiansia	—	101	
Christiansand	—	25	
Colon	14	102	
Conakry	—	5	
Copenhagen	150	1,125	
Corinto	—	20	
Dantzig	400	800	
Demerara	15	197	
Dublin	76	76	
Dundee	—	5,308	
Dunkirk	—	200	
East London	—	35	
Fort de France	—	560	
Fremantle	—	58	
Galatz	—	150	
Genoa	7,050	9,435	
Georgetown	—	74	
Gibraltar	50	100	
Glasgow	—	100	
Gothenberg	100	579	
Guadaloupe	—	494	
Hamburg	550	1,300	
Havana	—	150	
Havre	7	6,411	
Hong Kong	—	54	
Hull	—	196	
Kingston	66	570	
Königsberg	50	350	
La Guaira	—	16	

Leghorn	50	1,034
Liverpool	15	927
London	105	200
Macoris	60	570
Malmö	—	6
Malta	—	278
Manchester	25	95
Marseilles	475	1,025
Martinique	131	185
Massowah	—	19
Melbourne	—	104
Montevideo	105	1,532
Naples	100	850
Oran	—	1,706
Port au Prince	—	5
Port Limon	—	6
Port Natal	—	86
Porto Cabello	7	7
Port of Spain	—	15
Rio Janeiro	—	790
Rotterdam	100	2,005
St. Kitts	55	176
St. Thomas	—	8
Santiago	—	24
Santos	—	102
Sierra Leone	—	10
Southampton	—	250
Stavanger	70	105
Stettin	230	1,375
Stockholm	—	265
Sydney	—	376
Trieste	—	3,097
Trinidad	558	591
Valparaiso	401	629
Velle	100	100
Venice	—	5,890
Vera Cruz	—	37
Totals	11,580	57,295

COTTONSEED OIL SITUATION.

(Special Letter to The National Provisioner from Aspegren & Co.)

New York, Nov. 3.—Prices have remained about unchanged with a little weakness shown early in the week and considerable strength the last few days. There has been considerable oil for sale, especially for November, December and January shipments, whereas the demand for January and forward has been in excess of the supply. This morning one of the leading refiners sold 6,000 barrels of oil, of which 5,000 barrels was sold in one lump. On other days transactions have been on the same large scale. Refiners have made purchases of large lots of crude oil for immediate shipment, and have been comparatively free sellers of refined. On the other hand the demand for oil from all quarters has also been excellent with good buying. Some speculative interest has been shown, especially for March and May deliveries, and to some extent also for January delivery, and the cheapness of oil commands considerable attention amongst investors. Competing fats are barely steady, but oil is comparatively on a much lower level than tallow and greases that there is room for

(Continued on page 42.)

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From New York	11,580	57,295
From New Orleans	1,515	23,259
From Galveston	8,048	15,158
From Baltimore	230	2,710
From Newport News	100	6,236
Grand total, all ports	21,473	104,658

HIDES AND SKINS.

(Daily Hides and Leather Market.)

Chicago.

PACKER HIDES.—The market is in a very strong position owing to the fact that packers are closely sold up on all kinds of hides and in some instances are sold considerably ahead of present salting. Some buyers are looking for lower values on account of hides soon deteriorating in quality, but the small reserves of hides together with an active and strong leather market is a bull feature of the situation. Native steers continue in good request at full prices. One prominent packer has sold two cars of August native steers from the Missouri river at 13½c. and also two cars of September and October natives at 13½c. Texas hides are also firm and closely cleaned up with some packers sold ahead on November salting. One large packer has sold two cars of November all weight Texas at 13½c. for heavy, 12½c. for lights and 11½c. for extremes, which is an advance of ¼c. over previous transactions. Further sales have been made of branded cows and two leading packers have together sold 15,000 of these of October and November salting at 11c. Included in the estimated sales of 60,000 branded cows reported yesterday were 20,000 that were sold by one of the big packers of 10,000 each of October and November salting at 11c., including hides at Omaha and Sioux City. It is estimated that total sales of branded cows alone of late have amounted to about 100,000, and most packers are sold well into November on this variety. Butt brands continue firm with the price established at 12c. No transactions in Colorados have been reported at over 11½c. and most packers are sold ahead on Colorados at this price. Native cows show further strength and one of the foremost packers is reported to have sold two cars of heavy native cows at 12c., which is ¼c. higher than previous prices. Another prominent packer is offering some light native cows ahead, but wants 11½c. for them. No sales of light native cows have as yet been noted at over 11½c. The packers are all asking 10c. for native bulls and have refused bids at 9½c. They have also refused 8½c. for branded bulls, which are now being held at 9c.

COUNTRY HIDES.—There is a good demand for both dry and green salted hides with only small offerings. The warm weather so far has been curtailing the farmers' kill. Some buffs are being offered for shipment this

month at 10½ and 9½c. and the market appears to be established at these figures, with no immediate prospect of any advance. On the basis of 10½c. dealers feel that it is safe to accept some business ahead if they can secure it. No. 2 buffs alone sell easier at 9½c. than No. 1's at 10½c., and as noted yesterday some No. 2 buffs were moved as high as 9½c. Heavy cows continue firm on the same basis as buffs, but some dealers are not willing to sell their heavy cows at under 10½ and 9½c. on account of the firmness of the packer market. Extremes are as strong as ever, with good lots unobtainable under 11c. and some dealers talking 11½c. Buyers consider prices quoted on heavy steers of 11½@11½c. selected as too high and no sales of account are reported on this variety. Bulls continue to be held at 8½c. flat and bids of 8½c. flat are not being accepted.

CALFSKINS.—Attention appears to be centered at present on the unusual situation that exists in the market for calf and kip. It is understood that some outside city skins have been sold as high as 14½c., but particulars have not been obtained, although it is known that bids of 14½c. for some lots of outside cities have been turned down. The market all around is considerably excited owing to the fact that some buyers have been trying to operate on a market that has already been practically sold ahead. Prices on Chicago city skins are nominal, but it is not likely that any of these could be obtained at under 14½c. Good lots of countries will bring 14c. and some are being held at a fraction higher. There is a rumor afloat of a sale of kip at 13½c., but this is understood to be an exaggeration of sales previously referred to at 13c. Nelson Morris & Co. are offering their packer kip at 13½c. while Swift still talks 14c.

SHEEPSKINS.—The market continues strong on the basis of last sales of packer skins at \$1.37½ for sheep and \$1.30 for lambs. Bridgeport skins are selling at \$1.10 to \$1.15 and country pelts range from \$1.05 to \$1.25 for fresh butcher take-off.

New York.

DRY HIDES.—Outside of recent arrivals there is practically nothing offering and no further sales are reported.

CITY SLAUGHTER HIDES.—One packer has sold two cars of late salting native steers from Harrison, N. J., at 13½c. There is a good demand for all varieties.

COUNTRY HIDES AND CALFSKINS.—Large local buyers claim to be out of the market for present prices for hides, and in the absence of sales here straight car lots of cows are nominally quotable at 10@10½c. flat. One buyer refused to take a lot of 1,500 Southern country hides offered here at 9c. flat at the shipping point. Offerings of calfskins are very light and the market is very strong. Country skins are quotable at \$1.05@1.10, \$1.35@1.40 and \$1.65@1.70. Skins out of first salt are reported to have been sold at the outside quotation.

Leather Conditions.

The general activity in the market continues to expand and conditions are very healthy with prices firm all around. No quotable advance has been made in hemlock sole, but bids that were accepted a fortnight ago are turned down now. Shipments are very heavy and local tanners have been working nights making deliveries. A great deal of leather has been removed from first hands during the past few weeks. The Japanese trade is not over and domestic business is large. A representative of a large local tanner was to have gone abroad yesterday to sell leather, but his departure has been indefinitely postponed, as there is very little leather to offer to European buyers. Regular runs of scoured oak backs have been sold at 35c. and jobbers' selections of these are claimed to have been moved at 38c. Light weights scoured oak No. 2 have been sold at 32c. The demand for offal is in excess of the supply and fancy prices are being paid. Union backs are as strong as ever with light firsts held in Boston at 34c. Some Philadelphia tanners are talking 38c. for light weight butts and claim to be refusing to sell these ahead at 37c. Advances on shoes have been pretty well established and this adds to the strength of leather.

OUR SAUSAGE FOLLOWS FLAG.

Major A. D. Kniskern, chief commissary of the department of the lakes, located in Chicago, opened bids last week for furnishing the United States troops in the Philippine Islands with 20,016 pounds of sausages. The contract will be given to a Chicago packing company. Bids were opened Saturday for the following commissary supplies for use of Uncle Sam's soldiers in western forts: Ten thousand pounds of mess pork, 4,800 two-pound cans of corned beef, 240 pound cans of chipped beef, 48 two-pound cans of pork sausage, 144 two-pound cans of beef tongue.

CINCINNATI PROVISION EXPORT CO.
401 Chamber of Commerce, Cincinnati
214 Produce Exchange, - New York
Exporters of Pork Products
Lard a Specialty.
Correspondence Solicited.

CARROLL S. PAGE,
HYDE PARK, VT.
Green Calfskins, Country Hides, Sheep
Pelts, Tallow, Bones.
Wool Puller and
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Manufacturers of
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Tanning Chemistry a Specialty

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CHICAGO SECTION



It is rumored that the Northwestern Fertilizer Company will go out of business on January 1, 1905.

Butchers, don't fail to see the International Live Stock Show this year. It will be worth your while and no mistake.

T. W. Taliaferro, general manager of the American Agricultural Packing Company, returned this week from an important business trip.

Henry Dummert, the well-known grease man, who is located in the Continental Bank building, has something of importance to communicate to his clientele upon request.

Billy Wyness, Armour's cattle buyer, has the proud distinction of paying top generally. But they are worth the money when Willum closes the deal.

Packers from all over the United States and Canada will be at the International. It beats the glorious old Royal Lunnon four ways, and that's no "pipe." Ask Halliwell. He knows.

The deal by which Armour & Company take over the big wholesale business of the Gibbons-Pinkett Co., Cleveland, O., has been completed. George Pinkett will be the Cleveland manager.

Those who do not know John Grassell simply were either scared out or are not the pure quill. "On the dead square," he wouldn't hurt a fly, but you cannot persuade him black is white. They make 'em no better these days.

When Freddy Hall sees a bundle of parchment lard pail covers it is impossible to drag him away from them, and it's pretty nigh out of the question to get him out of a chill-room. He has one consolation, however—the old Cairo weather is coming along.

Terry & Son, butchers of 41st and Halsted streets, handle as good a line of meats as any one in the business and at reasonable figures, and do a big business in meats as well as general groceries. Terry, Jr., is the prime mover and an excellent business man.

Herbert T. Blofield, of Morley Manor, Wymondham, Norfolk, England, a celebrated breeder and judge of Red Polled cattle, has accepted the invitation of the directors to act as judge at the International Livestock Show next month.

Henry A. Schlater, head butcher for Armour & Company, was burned to death in a fire which caused damage estimated at \$5,000 to the dance hall of H. S. Fewer. The fire started in a vaudeville room on the first floor. Schlater was the only victim.

Judging from the numerous inquiries received by General Manager W. E. Skinner regarding railroad rates and hotel accommodations, it would appear that the entire country is coming to the International Livestock Exposition at the Union Stock Yards the week of November 26.

The Co-operative Grease & Soap Company has lost its fight in the courts against the attempt of the city to prevent the erection of its rendering plant. The injunction obtained by the company, restraining the city authorities from interfering with the location of the plant, has been dissolved by Judge Brentano.

Arthur Meeker, of Armour & Company, who visited the Armour plant at Sioux City last week, says it is a beauty. It will be dedicated Nov. 21 with a big banquet and other ceremonies. The Armour business prospects at Sioux City are such as to necessitate a probable enlargement of even this big new plant next year.

That the construction of a subway under the downtown district will be begun in April, 1906, the beginning to be marked by the blowing up of the tunnels, was the assertion made by Alderman Milton J. Foreman at the forty-first annual banquet of the Chicago real estate board. The work will cost, he estimated, between \$35,000,000 and \$37,000,000, and \$2,000,000, obtained through an issue of bonds, is on hand to do two years of construction work, he said.

HENRY DUMMERT
218 La Salle Street
CHICAGO
Broker and Commission Merchant
IN TALLOW, GREASE and COTTONSEED OIL.
HIGHEST REFERENCES.

A new departure in transportation to and from the International this year will be the series of excursions which are at present being arranged from every point in the country by General Manager Skinner. In many instances these excursions will provide a single rate for the double journey and already the office of the International is being flooded with inquiries from prospective visitors who are arranging excursion parties.

Although the entries for the International in all classes, except those for horses, closed last Saturday night, the nominations have not yet been tabulated, owing to the immense amount of clerical work entailed and the continual receipt of additional entries, which are belated through oversight on the part of the owners who thought the list did not close until the first of November, the date set for the closing of the horse entries.

The forthcoming election looks just at present as if there would be a number of "also rans." Grandpa Gassaway don't see his way

Burlington Brass Works BURLINGTON, WIS.

JAMES B. CLOW & SONS, Agents, CHICAGO

THE **"Kant Leek"**
VALVE



Constant use improves them.
No discs to give out.
No repair kit needed.
Always ready.
It never fails.

We guarantee every valve tested to

200 POUNDS
COLD WATER

If, and when, you need anything in SUPPLIES, drop us a line and we'll submit figures
WE ARE HEADQUARTERS ON SALT (WE MINE IT)
Woodenware, Packages, Cordage, Skewers, Wax and Parchment Paper, Etc.

FRED. K. HIGBIE COMPANY, 841 and 843 RAILWAY EXCHANGE BLDG.,
at Jackson and Michigan Avenues, CHICAGO.
TELEPHONE, HARRISON 4400.

clear to give his supporters a run for their money, anyway. There ain't any less Democrats in the country, only they're kind of disgusted at the tin-horn showing the party is making. One prominent and case-hardened Democrat in this neck of the woods is going to vote for Rosenfeldt, he swears. He says he'd like to meet the man—Tom Murray fashion—who is responsible for naming that ticket!

President Donnelly, of the Amalgamated Meat Cutters, told Cincinnati members of his organization last week that the recent strike was a victory for the union, and that the men had their wages advanced from \$17.50 to \$20 per week as a result. Those skilled men now at work in Packingtown do get more money, but it is because the packers insisted upon doing away with the "part-time" system imposed by the unions and upon working less men longer hours, giving them more pay as a result. This result was accomplished in the face of strenuous union opposition.

Ground will be broken within the next thirty days for the monster International Coliseum building, which will run from Forty-third to Forty-fourth streets, on the longest thoroughfare in the world, Halsted street, almost at the entrance to the Yards. The new building will be devoted entirely to the requirements of the International Exposition, and will cover a space 650 feet long by 225 feet deep, representing a ground value of over \$100,000 and a building investment of \$75,000 in addition. It will be well under way during the coming International Exposition.

Fear that Japanese workingmen may take the places of the members of his union who are still at work in the stock yards has induced President Donnelly, of the Amalgamated Meat Cutters, to begin a campaign for the passage of a Japanese exclusion bill. A resolution calling upon Congress to pass such a bill will be introduced by him at the San Francisco convention of the American Federation of Labor and he will work for its passage. The bill which the resolution will propose for the consideration of Congress will be one which will place the Japanese on exactly the same footing as the Chinese.

President Donnelly's fear that the Japanese might take the places of the stock yard workers is the result of a visit paid to him by K. Okayima, of Nagasaki. Okayima told President Donnelly that he had come to study sociological conditions in and around the stock yards and also to get information concerning the packing houses and the business methods

employed in them. He said that he had seen enough to convince him that there was an opportunity for his countrymen in the stock yards, and that he intended to bring 300 or 400 of them to this city and to get jobs for them here. The packinghouse people say that there is no danger that the brown men will replace those who are now at work in the yards.



KENTUCKY NOTES.

The Victor Cotton Oil Company, Louisville, Ky., will shortly commence operations under the management of Mr. Boyd Martin.

Ed. Moran, eldest son of John Moran, the veteran packer, was married on Tuesday, November 1. Long life and happiness, Edward!

The Kentucky Refining Company's new offices at Louisville, are as fine as anything in the country, and as spacious, and evidently no expense has been spared to make them so.

The Louisville Cotton Oil Company people keep busy. J. J. Caffrey, president, is just the same as he always was, and always will be. Good to talk to, but keep awfully close to facts and figures and things, or he will promptly "sit on your chest." He is frankness personified.

Mr. Vaughan, of the Alvey-Ferguson Company, has certainly a model factory, and takes a pardonably great pride in it. Electric power and light boilers, water heaters and general equipment are of the very best. This plant was built and equipped by E. Ferguson of "The Kentucky."

The Kentucky Packing and Provision Co., Central Stockyards, Louisville, Ky., is doing a good business. James T. Healy, general manager; John Moran, superintendent (the old firm of Moran & Healy), and C. F. Garrison, assistant manager, who was with Armour & Company in Chicago, Omaha and Louisville for seventeen years, make a first-class battery, and all their old Chicago friends will be pleased to know that they are building up a fine trade and turning out first-class material, too.



VACCINATED STOCK YARDS.

They vaccinated the Union Stock Yards, Chicago, last week—that is, the 50,000 men and women there were vaccinated, more or less. A big yellow cardboard poster in the packing plants at the yards contained the following notice to the employees in the packing plants:

"We have been requested by the Health Department of Chicago to comply with the law as to vaccination.

NOTICE TO EMPLOYEES.

"All employees are expected to be vaccinated or bring a certificate from a physician certifying they have been vaccinated within two years. We will expect all employees not having a certificate to be vaccinated Oct. 28 by a corps of physicians who will be here for that purpose."

Some of the "literary" humorists of the gags wanted to know how a man could be vaccinated by a "corpse." As very few had been vaccinated within two years or could furnish the required certificate of that fact there were created in the meat district over 40,000 sore arms, male and female.

The order of the Board of Health was generally obeyed. Many of the Polaks could not read English, but their friends interpreted the peculiar looking notice to them. There is no epidemic of disease in Chicago at this time and none approaching. Just why the Chicago Health Department wishes to immunize the employees of the Union Stock Yards and not the whole population of Chicago is not certain. Probably the interstate character of the cattle traffic there offers a chance of danger that is not presented by the larger interstate passenger traffic which mixes with the populace. Probably, also, contagious germs nest in the wool and hair of animals and fly out upon the unwary employee when the stock pen or the killing floor is reached. May be the board did not care to have all Chicago nursing a sore left arm at the same time. The Union Stock Yards have a better health record than the balance of the city, including the water front and the north side.

See Page 48 for
BARGAINS
or if you want
Employment

ALLBRIGHT-NELL CO.,
4013 Wentworth Avenue - Chicago
WEIR & CRAIG MFG. CO.,
2421 Wallace Street - Chicago
Special Agents Hurford's Hog Hoist



MECHANICAL MFG. CO.,
Agents for the Hurford Hog
Hoist, Union Stock Yards,
Chicago, Ill.

O. P. Hurford's Hog Hoist
FOR SMALL PACKERS
OR TRADE HOUSES,
CHICAGO, ILL.

The Davies Warehouse & Supply Co.,

REMEMBER



We carry the largest stock of Cast Iron Water Pipe and Fittings of any Jobbing House in Chicago. Our fittings are made up after the latest patterns, which is a great saving. The money saved in weights on fittings and the advantage of saving lead in joints will more than pay the freight. We have the facilities, location and disposition to make the most prompt shipment out of our Chicago stock of any one in the city.

Give us a trial on your Pipe, Fittings and Water Works supplies.



20-32 North Clark St.
CHICAGO

CHICAGO PROVISION LETTER.

(Special Letter to The National Provisioner from
C. D. Forsyth & Co.)

Chicago, Nov. 2.—We quote to-day's market as follows: Green hams, 10@12 ave., 9@9½; 12@14 ave., 8½; 14@16 ave., 8@8½; 18@20 ave., 8@8½; green picnics, 5@6 ave., 6½; 6@8 ave., 6; 8@10 ave., 6; 10@12 ave., 6; green N. Y. shoulders, 10@12 ave., 6½; 12@14 ave., 6½; green skinned hams, 18@20 ave., 9; green clear bellies, 8@10 ave., 9½; 10@12 ave., 8½; No. 1 S. P. hams, 8@10 ave., 9½; 10@12 ave., 8½; 12@14 ave., 8½; 14@16 ave., 8½; 18@20 ave., 8½; No. 2 S. P. hams, 10@12 ave., 8½; 12@14 ave., 8½; 14@16 ave., 8½; No. 1 S. P. skinned hams, 16@18 ave., 8½; 18@20 ave., 8½; 20@22 ave., 8½; 22@24 ave., 8½; 24@26 ave., 8½; No. 1 S. P. picnics, 5@6 ave., 6½; 6@8 ave., 6; 7@9 ave., 6; 8@10 ave., 6; 10@12 ave., 6; No. 1 S. P. New York shoulders, 8@10 ave., 7; 10@12 ave., 7; S. P. clear bellies, 8@10 ave., 9½; 10@12 ave., 8½.

CHICAGO PROVISION MARKET

SATURDAY, OCT. 29, 1904.

LARD—(Per 100 lbs.)—				
	Open.	High.	Low.	Close.
Jan.	7.10	7.10	7.10	7.10
May	7.20	7.22	7.20	7.22
RIBS—(Boxed 25c. more than loose)—				
Jan.	6.47	6.47	6.47	6.47
May	6.62	6.62	6.62	6.62
PORK—(Per barrel)—				
Jan.	12.45	12.47	12.45	12.47
May	12.52	12.52	12.52	12.52

MONDAY, OCT. 31, 1904.

LARD—(Per 100 lbs.)—				
	Open.	High.	Low.	Close.
Jan.	7.05	7.07	7.02	7.02
May	7.15	7.17	7.15	7.15
RIBS—(Boxed 25c. more than loose)—				
Jan.	6.42	6.42	6.42	6.42
May	6.57	6.57	6.57	6.57
PORK—(Per barrel)—				
Jan.	12.35	12.42	12.35	12.40
May	12.40	12.45	12.37	12.42

TUESDAY, NOV. 1, 1904.

LARD—(Per 100 lbs.)—				
	Open.	High.	Low.	Close.
Jan.	7.02	7.07	7.00	7.07
May	7.15	7.17	7.12	7.17
RIBS—(Boxed 25c. more than loose)—				
Jan.	6.40	6.42	6.40	6.42
May	6.55	6.57	6.55	6.57
PORK—(Per barrel)—				
Jan.	12.32	12.37	12.30	12.37
May	12.37	12.42	12.37	12.42

WEDNESDAY, NOV. 2, 1904.

LARD—(Per 100 lbs.)—				
	Open.	High.	Low.	Close.
Jan.	7.07	7.12	7.07	7.12
May	7.17	7.25	7.17	7.22
RIBS—(Boxed 25c. more than loose)—				
Jan.	6.45	6.52	6.45	6.52
May	6.60	6.67	6.60	6.65
PORK—(Per barrel)—				
Jan.	12.50	12.67	12.50	12.57
May	12.55	12.62	12.55	12.57

THURSDAY, NOV. 3, 1904.

LARD—(Per 100 lbs.)—				
	Open.	High.	Low.	Close.
Jan.	7.12	7.17	7.12	7.15
May	7.25	7.27	7.25	7.25
RIBS—(Boxed 25c. more than loose)—				
Jan.	6.55	6.57	6.55	6.55
May	6.67	6.70	6.67	6.67
PORK—(Per barrel)—				
Jan.	12.60	12.67	12.60	12.65
May	12.65	12.67	12.62	12.65

FRIDAY, NOV. 4, 1904.

LARD—(Per 100 lbs.)—				
	Open.	High.	Low.	Close.
Jan.	7.10	7.10	7.05	7.05
May	7.25	7.25	7.17	7.17
RIBS—(Boxed 25c. more than loose)—				
Jan.	6.52	6.62	6.47	6.50
May	6.62	6.62	6.60	6.62
PORK—(Per barrel)—				
Jan.	12.55	12.57	12.45	12.52
May	12.55	12.55	12.47	12.50

SEE THE LIST OF
BARGAINS
ON PAGE 48

CHICAGO LIVE STOCK

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Oct. 24.....	28,478	1,343	22,114	21,495
Tuesday, Oct. 25.....	10,537	1,068	23,173	19,034
Wednesday, Oct. 26.....	30,599	1,663	25,958	30,103
Thursday, Oct. 27.....	12,814	909	23,510	18,461
Friday, Oct. 28.....	6,884	714	17,917	9,464
Saturday, Oct. 29.....	626	141	9,657	2,275

	SHIPMENTS.			
	Cattle.	Calves.	Hogs.	Sheep.
Monday, Oct. 24.....	5,115	176	4,598	3,566
Tuesday, Oct. 25.....	3,727	60	3,220	4,556
Wednesday, Oct. 26.....	5,100	163	4,206	3,525
Thursday, Oct. 27.....	9,090	43	4,019	7,363
Friday, Oct. 28.....	7,696	91	4,404	3,616
Saturday, Oct. 29.....	1,775	128	1,968	244

	Totals last week.			
	Cattle.	Calves.	Hogs.	Sheep.
Previous week.....	32,676	670	22,415	22,870
Cor. week 1903.....	32,702	610	19,608	67,140
Cor. week 1902.....	32,965	4,680	130,525	136,866
Combined receipts of hogs at eleven markets for week ending Oct. 29, 1904.....	34,300			
Week ago.....	29,300			
Year ago.....	35,300			
Two years ago.....	59,200			
Total receipts for year to date, 17,265,000, against 17,617,000 year ago, 17,615,000 two years ago.				
Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City), as follows:				
	Cattle.	Calves.	Hogs.	Sheep.
Week ending Oct. 29.....	261,200	280,600	235,700	
Week ago.....	236,000	232,300	265,200	
Year ago.....	250,600	262,000	230,200	
Two years ago.....	213,300	346,800	233,200	

CHICAGO HOG SLAUGHTER.

Chicago packers slaughtered hogs during week ending Oct. 29 as follows:				
	Armour & Co.	Continental	Swift & Company	Morris & Co.
Total	23,400			
Left over		3,100		
Week ago	19,600			
Year ago	19,600			
Two years ago	10,700			
Three years ago	152,800			

Estimated receipts of live stock week ending November 5:

	Cattle	Hogs	Sheep
Estimated receipts of live stock week ending November 5:			
Cattle	81,000		
Hogs		130,000	
Sheep		125,000	

AVERAGE PRICE OF HOGS.

	Week ending Oct. 29.....	Previous week.....	Year ago.....
	\$5.15	5.15	5.15
		5.40	5.10
		5.48	5.48
		5.80	5.80

CATTLE.

	Choice to prime heavy	Fair to good export steers	Medium beef steers	Inferior and plain steers
	\$6.30@\$7.00			
		5.00@5.90		
		4.35@5.00		
		2.00@2.90		
		3.90@4.10		
		2.05@3.00		
		3.25@4.00		
		2.90@3.60		
		2.00@2.75		
		1.00@1.65		
		1.75@2.40		
		2.75@3.00		
		2.50@3.00		
		3.75@5.65		
		3.25@3.50		

HOGS.

	Good to choice heavy	Fair to choice mixed	Fair to good mixed	Rough to fair packing	Plain to good heavy mixed	Assorted light shipping, 150 to 180 lbs.	Good to choice, 180 to 200 lb. weights	Fair to choice pigs, 60 to 120 lb. weights
	\$5.10@\$5.25							
		5.15@5.30						
		4.70@4.80			</td			

MARKET PRICES

CHICAGO.

WHOLESALE FRESH MEATS.

Carcass Beef.

Western Cows.....	5 @ 514
Native Cows.....	514 @ 6
Western Steers.....	514 @ 614
Good Native Steers.....	514 @ 7
Native Steers, Medium.....	714 @ 8
Heifers, Good.....	614 @ 7
Heifers, Medium.....	514 @ 6
Hindquarters.....	114c. over straight Beef
Forequarters.....	114c. under

Beef Cuts.

Steer Chuck.....	6 @ 614
Cow Chuck.....	314 @ 414
Boneless Chuck.....	4
Medium Plates.....	3
Steer Plates.....	3
Cow Bounds.....	414 @ 5
Steer Bounds.....	7 @ 714
Cow Loins, Common.....	6 @ 7
Cow Loins, Good.....	10
Steer Loins, Light.....	18 @ 20
Steer Loins, Heavy.....	18 @ 18
Beef Tenderloins, No. 1.....	14 @ 14
Beef Tenderloins, No. 2.....	14 @ 14
Strip Loins.....	14 @ 14
Sirloin Butts.....	9 @ 9
Shoulder Clodds.....	5 @ 5
Rolls.....	10 @ 10
Rump Butts.....	4 @ 4
Trimmings.....	3
Shank.....	3
Cow Ribs, heavy.....	9 @ 9
Cow Ribs, Common Light.....	5 @ 5
Steer Ribs, Light.....	10 @ 10
Steer Ribs, Heavy.....	15 @ 15
Loin Ends, steer—native.....	10 @ 11
“ “ cow.....	8 @ 8
Hanging Tenderloins.....	6 @ 6
Flank Steak.....	5 @ 6

Beef Offal.

Livers.....	3
Hearts.....	2
Tongues.....	1214
Sweetbreads.....	20
Ox Tails, each.....	4
Fresh Tripe—plain.....	214
“ “ H. C.....	4
Kidneys.....	4
Brains.....	3

Veal.

Heavy Carcass Veal.....	7
Light Carcass.....	8
Medium Carcass.....	9
Good Carcass.....	10
Medium Saddles.....	10
Good Saddles.....	11
Medium Racks.....	6
Good Racks.....	7

Veal Offal.

Brains.....	4
Sweetbreads.....	40
Plucks.....	25
Heads, each.....	10

Lamb.

Medium Caul.....	8 @ 7
Good Caul.....	8 @ 8
Round Dressed Lambs.....	10 @ 1014
Saddles Caul.....	1014 @ 11
R. D. Lamb Saddles.....	11 @ 11
Caul Lamb Racks.....	6 @ 614
R. D. Lamb Racks.....	7 @ 714
Lamb Fries, per pair.....	7 @ 7
Lamb Tongues, each.....	3 @ 3
“ Kidneys, each.....	12 @ 1214

Mutton.

Medium Sheep.....	5
Good Sheep.....	6 @ 614
Medium Saddles.....	7 @ 8
Good Saddles.....	8 @ 9
Medium Racks.....	414 @ 5
Good Racks.....	5 @ 614
Mutton Legs.....	8 @ 9
Mutton Stew.....	4 @ 414
“ Loins.....	3 @ 3
“ Tongues, each.....	2 @ 2
“ Heads, each.....	5

Fresh Pork, Etc.

Dressed Hogs, 2.....	8
Pork Loins.....	8 @ 8
Leaf Lard.....	714
Tenderloins.....	18
Spare Ribs.....	7
Butts.....	754
Hocks.....	514
Trimmings.....	7
Tails.....	314
Snouts.....	314
Pigs' Feet.....	214
Pigs' Heads.....	314
Blade Bones.....	314
Cheek Meats.....	6
Hog Plucks.....	3
Neck Bones.....	2
Skinned Shoulders.....	714
Pork Hearts.....	114
“ Kidneys.....	2
“ Tongues.....	1014
Slip Bones.....	4
Tail.....	3
Brains.....	3
Backfat.....	7
Hams.....	10 @ 12
Casings.....	7
Shoulders.....	7
Bedfies.....	84 @ 914

SAUSAGE.

Colth Bologna.....	54
Bologna, large, long, round and cloth.....	54
Choice Bologna.....	814
Viennas.....	714
Frankfurts.....	6
Blood, Liver, and Headcheese.....	9
Tongue.....	9
White Tongue.....	9
Minced Ham.....	10
Prepared Ham.....	10
New England Ham.....	12
Compressed Ham.....	10
Large Compressed Ham.....	12
Berliner Ham.....	8
Boneless Ham.....	1014
Oxford Ham.....	1014
Polish Sausage.....	7
Leona, Garlic, Knoblauch.....	7
Smoked Pork.....	7
Veal Ham.....	7
Farm Sausage.....	1214
Pork Sausage, bulk or link.....	714
Pork Sausage, shoot link.....	8
Special Prepared Ham.....	8
Boneless Pig's Feet.....	6
Ham Bologna.....	7
Special Compressed Ham.....	8
Boston Roll.....	12
Cubana Sausage.....	9

Summer Sausage.

Supreme Summer, H. C., New Medium Dry.....	16
German Salami, Dry.....	15
Holsteiner.....	11
Mettwurst.....	1114
Farmer.....	12
Daries, H. C., New.....	18
Italian Salami, New.....	18
Monarque Cervelat.....	13

Sausage in Oil.

Smoked Pork, 1-50.....	\$3.75
“ 2-20.....	3.25
Bologna, 1-50.....	2.75
“ 2-20.....	2.25
Viennas, 1-50.....	4.25
“ 2-20.....	3.75

Sausage in Brine.

Fresh Pork Link.....	8
Liver Sausage.....	7
Blood Sausage.....	7
Head cheese.....	7
Bologna.....	814
Vienna.....	812

VINEGAR PICKLED GOODS.

Pickled Pigs Feet, in 200 lb. barrels.....	\$7.70
Pickled Plain Tripe, in 200 lb. barrels.....	4.50
Pickled H. C. Tripe, in 200 lb. barrels.....	7.75
Pickled Ox Lips, in 200 lb. barrels.....	11.00
Pickled Pig's Snouts in 200 lb. barrels.....	12.00
Lamb Tongue, Short Cut, bbls.....	36.00

CORNED, BOILED AND ROAST BEEF.

1 lb., 2 doz. to case.....	\$1.30
2 lb., 1 or 2 doz. to case.....	2.40
4 lb., 1 doz. to case.....	4.85
8 lb., 1 doz. to case.....	8.00
14 lb., 1/2 doz. to case.....	18.00

EXTRACT OF BEEF.

Per doz.	
1 oz. jars 1 dozen in box.....	\$2.25
2 oz. jars 1 dozen in box.....	3.55
4 oz. jars 1 dozen in box.....	6.50
8 oz. jars 1/2 dozen in box.....	11.60
16 oz. jars 1/2 dozen in box.....	22.00
2, 5, and 10 lb. tins.....	\$1.75 per lb

BARRELED BEEF AND PORK.

Per bbl.	
Extra Plate Beef.....	9.00
Plate Beef.....	8.50
Extra Mess Beef.....	8.50
Prime Mess Beef.....	9.00
Beef Hams.....	
Rump Butts.....	9.50
Mess Pork (repacked).....	11.25
Clear Fat Backs.....	14.50
Family Back Pork.....	
Beef Pork.....	\$12.00

LARD.

Pure leaf, kettle rendered, per lb., tcs.....	914
Lard substitute, tcs.....	814
Lard compound.....	514
Barrels.....	16c. over tcs.
Half barrels.....	14c. over tcs.
Tubs, from 10 to 40 lb.....	14c. to 1c. over tcs.
Cooking Oil, per gal.....	\$35c.

DRIED SALT MEATS.

F. O. B. CHICAGO.	
No. 1, natural color.....	10
No. 2.....	1114
No. 3.....	12
No. 4.....	13
No. 5.....	14
No. 6.....	15
Clear Bear.....	
Clear Bears, 14/16 average.....	814
Rib Bears.....	814
Fat Backs.....	814
Regular Plates.....	814
Short Clears.....	814

WHOLESALE SMOKED MEATS.

Hams, 12 lbs. average.....	11
“ 14 “ “	1014
“ 16 “ “	1014
“ 18 “ “	1014
“ 20 “ “	1014
“ 22 “ “	1014
“ 24 “ “	1014
“ 26 “ “	1014
“ 28 “ “	1014
“ 30 “ “	1014
“ 32 “ “	1014
“ 34 “ “	1014
“ 36 “ “	1014
“ 38 “ “	1014
“ 40 “ “	1014
“ 42 “ “	1014
“ 44 “ “	1014
“ 46 “ “	1014
“ 48 “ “	1014
“ 50 “ “	1014
“ 52 “ “	1014
“ 54 “ “	1014
“ 56 “ “	1014
“ 58 “ “	1014
“ 60 “ “	1014
“ 62 “ “	1014
“ 64 “ “	1014
“ 66 “ “	1014
“ 68 “ “	1014
“ 70 “ “	1014
“ 72 “ “	1014
“ 74 “ “	1014
“ 76 “ “	1014
“ 78 “ “	1014
“ 80 “ “	1014
“ 82 “ “	1014
“ 84 “ “	1014
“ 86 “ “	1014
“ 88 “ “	1014
“ 90 “ “	1014
“ 92 “ “	1014
“ 94 “ “	1014
“ 96 “ “	101

NEW YORK CITY

LIVE CATTLE.

Good to choice native steers.....	\$5.20@5.75
Medium to fair native steers.....	4.10@ 5.10
Poor to ordinary native steers.....	3.00@ 4.00
Oxen and stags.....	2.00@ 4.10
Bulls and dry cows.....	1.25@ 3.85
Good to choice native steers one year ago. 4.70@ 5.20	

LIVE CALVES.

Live veal calves, prime, per 100 lbs.....	\$7.75@8.00
Live veal calves, fair to good, per 100 lbs.....	6.25@ 7.50
Live veal calves, com. to med., 100 lbs.....	4.00@ 6.00
Live calves, western, per 100 lbs.....	2.50@ 4.00
Live calves, buttermilks and grassers.....	2.25@ 2.50

LIVE SHEEP AND LAMBS.

Live lambs, prime, per 100 lbs.....	\$5.60@6.00
Live lambs, common to good.....	5.00@ 5.50
Live sheep, prime, per 100 lbs.....	4.25@ 4.50
Live sheep, common to good, 100 lbs.....	3.00@ 4.00

LIVE HOGS.

Hogs heavy weights (per 100 lbs.).....	5.70
Hogs, medium.....	5.50
Hogs, light to medium.....	5.90
Pigs.....	6.00@6.15
Roughs.....	4.70@5.00

DRESSED BEEF.

CITY DRESSED.	
Choice native, heavy.....	9 1/4 @ 9 1/4
Choice native, light.....	9 @ 9
Common to fair, native.....	7 @ 8

WESTERN DRESSED BEEF.

Choice native, heavy.....	9 @ 9 1/4
Choice native, light.....	8 @ 9
Native, com. to fair.....	7 1/4 @ 8
Choice Western, heavy.....	7 @ 7 1/2
Choice Western, light.....	6 @ 7
Common to fair, Texan.....	5 @ 6 1/4
Good to choice heifers.....	6 @ 7
Common to fair heifers.....	5 @ 6
Choice cows.....	6 @ 6 1/4
Common to fair cows.....	4 1/2 @ 5 1/4
Good to choice oxen and stags.....	6 @ 7
Common to fair oxen and stags.....	5 1/2 @ 6
Fleaty Bologna bulls.....	4 @ 4 1/4
Fresh pork loins, Western.....	5 @ 11

DRESSED CALVES.

Veal, city dressed, prime, per lb.....	13 @18 1/4
Veal, good to choice, per lb.....	12 @12 1/4
Calves, country dressed, prime, per lb.....	11 @11
Calves, country dressed, fair to good.....	8 @ 9
Calves, country dressed, common.....	6 @ 8

DRESSED HOGS.

Pigs.....	8
Hogs, heavy.....	8 1/4
Hogs, 180 lb.....	7 1/4
Hogs, 160 lb.....	7 1/2 @ 7 1/4
Hogs, 140 lb.....	7 1/2 @ 7 1/4

DRESSED SHEEP AND LAMBS.

Spring Lambs, choice.....	per lb @ 10
Spring Lambs, good.....	9 @ 10
Spring Lambs, culs.....	7 @ 8
Sheep, choice.....	6 @ 7
Sheep, medium to good.....	6 @ 6 1/4
Sheep, culs.....	5 @ 5

PROVISIONS.

(Jobbing Trade)	
Smoked hams, 10 lb average.....	11 1/4
Smoked hams, 12 to 14 lb average.....	11
Smoked hams, Heavy.....	11
California hams, smoked, light.....	8
California hams, smoked, heavy.....	8
Smoked shoulders.....	8 1/4
Smoked bacon, boneless.....	13
Smoked bacon (rib in).....	13
Dried beef sets.....	14
Smoked beef tongues, per lb.....	18
Pickled beets, heavy.....	10 1/2

BONES, HOOFs AND HORNS.

Round shin bones, av. 50-60 lb cut, per 100 bones, per 2,000 lb.....	\$6.00 @ \$6.00
Flat shin bones, av. 40-45 lb cut, per 100 bones, per 2,000 lb.....	\$4.00 @ \$4.00
Thigh bones, av. 90-95 lb cut, per 100 bones, per 2,000 lb.....	75.00
Heels, per ton.....	15.00 @ \$15.00
Hooves, 7 1/2 oz. and over, steers, first quality per ton	12 @ 12

BUTCHERS' SUNDRIES.

Fresh steer tongues.....	70c to 80c a piece
Fresh Cow Tongues.....	30c to 45c a piece
Calves' head, scalded.....	30c to 40c a piece
Sweet breads, veal.....	25c to 25c a pair
Sweet breads, beef.....	18c to 25c a lb
Calves' liver.....	25c to 30c a piece
Beef kidneys.....	7c to 12c a piece
Mutton kidneys.....	1 1/4c to 3c a piece
Livers, beef.....	4c to 5c a lb
Ox tails.....	5c to 7c a piece
Hearts, beef.....	8c to 12c a piece
Rolls, beef.....	10c to 12c a lb
Tenderloin, beef, Western.....	15c to 25c a lb
Lamb's frise.....	6c to 10c a pair
Fresh pork loins, city.....	11 @ 11 1/4
Fresh pork loins, Western.....	11 @ 12

BUTCHERS' FAT.

Ordinary shop fat.....	2 1/2 @ 3
Suet, fresh and heavy.....	4 @ 5
Shop bones, per cwt.....	2 1/2

SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	80
Sheep, imp., wide, per kg, 60 bundles.....	\$40.00
Sheep, imp., medium, per bundle.....	60
Sheep, imp., per bundle, narrow.....	44
Sheep, imp., Russian Rings.....	42
Hog, American, kegs, per lb, F.O.S.....	45
Hog, American, kegs, per lb, F.O.S.....	12
Beef, rounds, per set, f. o. b. Chicago.....	13
Beef, rounds, per set f. o. b. N. Y.....	3
Beef, rounds, per lb.....	6 1/2
Beef, bungs, piece, f. o. b. N. Y.....	5
Beef, bungs, per lb.....	37
Beef, middles, per set, f. o. b. Chicago.....	35
Beef, middles, per set, f. o. b. N. Y.....	37
Beef weasands, per 1,000, No. 1's.....	8 @ 8 1/4
Beef weasands, per 1,000, No. 2's.....	2 1/2 @ 3

SPICES.

Crude.....	3 1/2 @ 3 1/2
Refined—Granulated.....	4 @ 4
Crystals.....	4 @ 4
Powdered.....	4 @ 5

SALTPETRE.

No. 1 skins.....	16
No. 2 skins.....	14
No. 1 B. M. skins.....	12
No. 1, 12 1/4-14 r.....	1.70
No. 2, 12 1/4-14.....	1.50
No. 1 B. M., 12 1/4-14.....	1.40
No. 2 B. M., 12 1/4-14.....	1.30
No. 1 kips, 14-18.....	1.90
No. 2 kips, 14-18.....	1.70
No. 1 B. M. kips.....	1.70
No. 2 B. M. kips.....	1.50
No. 1 heavy kips, 18 and over.....	2.25
No. 2 heavy kips, 18 and over.....	2.00
Branded skins.....	.90
Branded kips.....	1.00
Heavy Branded kips.....	1.20
Ticky skins.....	.10
Ticky kips.....	1.40
Heavy Ticky kips.....	1.45
No. 3 skins.....	.10

DRESSED POULTRY.

FRESH KILLED—ICED.	
Spring Turkeys—dry-picked, fancy, 7 to 10 lbs, each.....	19 @ 20
Dry-picked, average best run.....	15 @ 18
Turkeys—Old.....	16 @ 17
Spring Chickens—Phila., 8@9 lbs. to pair, per lb.....	19 @ 20

Phila., mixed sizes, per lb.....	14 @ 15
Ph., 7@8 lbs. to pair, fancy, per lb.....	14 @ 15
Ph., mixed sizes.....	12 @ 13
Ph., 5 lbs. and under, to pair, per lb.....	10 @ 11 1/4
Western, dry-picked, broilers, fancy.....	14 @ 15

Western, dry-picked, large roasters.....	6 @ 7
Western, dry-picked, average best, per lb. 10 @ 11 1/4	
Western, dry-picked, average best, per lb. 10 @ 11 1/4	

POTASHES, ACCORDING TO QUANTITY.

Kainit, shipment, per 2,240 lbs.....	\$8.95 @ 9.50
Kainit, ex-store, in bulk.....	9.00 @ 10.00
Kieserit, future shipment.....	7.00 @ 7.50
Muriate potash, 80 p. c., ex-store.....	1.80 @ 1.95
Muriate potash, 80 p. c., future shipment.....	1.80 @ 1.95
Double manure salt (46@49 p. c., sea salt)	
7 1/2 p. c. chloride, to arrive, per lb.	1.00 @ 1.12
(basis 48 p. c.)	
2.00 @ 2.20	
Sulphate potash, to arrive (basis 50 p. c.)	1.20 @ 1.30
Sylvinit, 24 to 36 p. c., per unit, S. P.	50 @ 55

LIVE STOCK REVIEWS

CHICAGO

(Special to The National Provisioner from the Bowles
Live Stock Commission Company.)

Chicago, Nov. 2.

CATTLE.—October receipts of cattle were 362,376, over 23,000 more than last year. Shipments were 132,335, about 14,000 less than last year, making over 37,000 more cattle to be consumed by local slaughterers on the Chicago market than a year ago. The supply of cattle last week was the largest of the season, aggregating nearly 90,000. A large percentage of these cattle were the plain and common kinds, and including the liberal proportion of grassers from the Northwest ranges prices decline 25@50c., mostly on the medium beef steers. The offerings the forepart of this week were heavy and further weakness was shown, the top cattle Monday going at \$6.65 for 16 short horns, averaging 1,493 lbs. Tops to-day, \$7 for 55 short horns, averaging 1,561 lbs. We sold 40 head of 1,344 lbs. mixed steers at \$6.90 to an Eastern shipper straight without sort. These cattle had a tail end that if taken out and sold on their own merits would have brought the others up around \$7.25. A liberal string of prime steers to-day sold from \$6.40@6.85, and a large number of medium to good cattle from \$5@6. Most of the export and shipping cattle at \$5.30@5.90 and medium killers at \$4.85@5.25. Plain corn and grass cattle from \$4@4.75 and common light killers down to \$2.50. Prices on prime cattle to-day are good evidence as to the undertone to the market on the better grades, especially in view of the recent enormous receipts and shows that the market is quick to respond on the first indication of a light run. Range cattle ruled 10c. higher to-day. Best at \$4.75 and a liberal number from \$3.50@4. Feeding cattle are selling largely from \$3.25@3.75 for the good kinds, a few fancy up to \$4 and inferior down to \$2.50. A few choice fat heifers sold up to \$4.40. Most of the common fat cows are selling from \$2.60@3.15, fair cows and heifers \$2.35@2.65, and common \$1.90@2.40; bulls largely \$2.35@3 and top \$4.

SHEEP.—Receipts of sheep and lambs have been moderate this week; quite a number of natives in the market. The Western run is on the wane, and it looks as though the heavy marketing was over; in fact this is quite certain. We received quite a severe setback on lambs during the past week, and at the close of market to-night values are 25@40c. lower than a week ago. Sheep remained firm, however. Everything of this class meets with ready sale. The demand for breeding stock is not near as strong, but the better grades are still selling from \$3.50@3.75. A few prime lambs sold at \$5.60@5.75, but choice could be had at from \$5.35@5.50, with a fair to good kind at \$4.75@5.25, culls going around \$4.25. Choice ewes of heavy weight are finding ready sale around \$4.25 for export purposes, while a good class are going to packers around 40c., the plain kinds making \$3@3.50. The demand for feeding sheep very strong, with \$5@5.25 for top lambs, and \$3.90@4.15 for wethers and \$4.15@4.25 for yearlings; old ewes at from \$2.50@3.

HOGS.—Receipts of hogs for the first three days of this week 66,287 as compared with 83,338 for the same period last week, showing a decrease of 17,051. Monday's official receipts were 31,380, which were somewhat more than the trade expected in view of the break in prices last week. The quality of Monday's receipts was quite common, more so, in fact, than for some time past, and the market on that day was quite weak, prices being 5@10c. lower and about 4,000 unsold at the close of the day. Tuesday's receipts were about 26,000, which were again larger than the trade expected, prices declining 10@15c., closing flat with about 6,000 unsold. To-day (Wednesday) we had about 21,000, and the demand was very good from all sources, the market being active with prices 5@10c. higher. The quality of to-day's receipts is

better than for some days past, there being a greater proportion of prime, medium and heavy weight butchers. Shippers were in the market for a fairly liberal number and the best heavy shipper sold up to \$5.20, with the bulk of the good hogs going at from \$5@5.15. Mixed packers were in fairly liberal supply and sold largely at \$4.90@5 with heavy packers; rather slow sale at \$4.75@4.90. We do not think the supply of matured hogs is large, but at the same time believe there are plenty to supply the demand, and even force prices to a lower level. We are advising our friends to buy with caution, as we look for lower prices. We quote today's sales as follows: Good to best medium and heavy weight butchers, \$5@5.20; prime light butchers, \$5@5.10; mixed grade, \$4.75@4.95; selected light bacon, \$4.90@5; pigs, \$4.50@4.75.

KANSAS CITY

(Special to The National Provisioner.)

Kansas City, Mo., Nov. 4.

CATTLE.—Receipts this week, 68,000; last week, 85,700; same week last year, 63,600. Supply of corn-fed steers has been light, but demand for them is also limited, as good fat grass steers take their place largely. All good steers are 10c. higher than last week, a quarter above Monday of this week. Top price, \$6.10. Grass steers range from \$3.50 to \$4.75; cows are stronger than a week ago, and canners are 10 to 20c. higher. Cows sell at \$2.25 to \$3.25 mostly, but one bunch of fancy corn-fed heifers sold at \$5.15 Tuesday. Stockers and feeders are unchanged, except the best, which are a shade higher. Demand is slack.

HOGS.—Receipts this week, 56,500; last week, 37,900; same week last year, 34,600. Quality of the hogs now coming in is extremely poor. Average weight is 28 lbs. lighter than the same week last year. Market is 20c. lower for the week, but there is an undereurrent of strength which shows up two or three times a week. Scarcity of good heavy hogs puts a good premium on them, while the opposite is true of light weights. Market is steady to-day. Top, \$5.20; bulk, \$4.80 to \$5.10.

SHEEP.—Receipts this week, 25,200; last week, 31,700; same week last year, 30,200. Mutton supplies have contained fewer thin sheep suitable for the country than usual this week, a larger percentage going to packers, but prices are firm for the week. Top lambs now bring \$5.50 to \$5.60; wethers, \$4.10 to \$4.25; ewes, \$3.75 to \$4. Feeders in this territory easily absorb those classes suited to them at steady prices.

HIDES are strong; green salted, 9 1/4c.; side brands, over 40 lbs., 8 1/2c.; bulls and stags, 7 3/4c.; uncured, 1c. less. Glue, 4 1/2c.

Packers' purchases this week:

	Cattle.	Hogs.	Sheep.
Armour	13,044	17,648	3,684
Cudahy	5,782	11,432	2,195
Fowler	1,640	...	278
Ruddy	855	...	165
Schwarzchild	4,774	6,237	2,861
Swift	10,157	12,093	3,897

OMAHA

South Omaha, Nov. 3.

Cattle receipts have been somewhat disappointing for the past six weeks, and it is now very evident that supplies for the current year will fall considerably short of 1903. The figures for the past month and ten months are as follows:

	Cattle.	Hogs.	Sheep.
October, 1904	121,266	125,059	308,433
October, 1903	137,366	100,479	352,191
Ten months, 1904	774,124	1,903,012	1,486,464
Ten months, 1903	900,858	1,863,314	1,452,832

The market for the past ten days has been fairly satisfactory on the good to choice beeves, both corn-fed and rangers, but all

other grades have suffered more or less. Strictly choice dry lot beeves still sell up around \$6 or better, but the sixty to 120-day fed steers are becoming more numerous and are working lower, with sales around \$4.75@5.25. Choice grass beeves sell up around \$4.25 and better, but the fair to good grades are selling at \$3.25@3.75. Cows and heifers are selling somewhat stronger than last week, poor to choice grassers bringing from \$1.75 to \$3.25. Practically no corn-fed cows and heifers are yet being received. Business in stockers and feeders has been decidedly brisk for some time past, and prices have shown a stronger tendency for all decent grades. As the season advances and it becomes apparent that there will be no excessive runs of grass cattle, and consequently no abnormally low prices for feeders, there is a rush to buy, and for some time past the demand has exceeded the supply. Prices are still very reasonable, however, and choice feeders can be bought at \$3.40@3.85, with fair to good kinds at \$3@3.30, and common to fair stuff at \$2.25@2.75, and from that down.

The month of October starts out with prices for hogs at the extreme low point of the season. Compared with one week ago there has been a decline of about 35c., and the tone to the trade is weak here, as it appears to be everywhere else. Packers have been successful in their bear campaign and have forced a very substantial decline in prices preparatory to the heavy winter run. Last month the hogs at this point averaged 251 pounds, twenty-seven pounds lighter than a year ago, indicating that the hogs have been kept marketed up pretty close, and casting some doubt on the estimated heavy supply of hogs this winter. For the first time this season the hogs all sold below the \$5 mark to-day, and the bulk of the trading was at \$4.82@4.85, as against \$5.17@5.20 a week ago. Weight cuts little figure now, although as usual the butcher grades have a shade the best of it.

The decrease in sheep receipts has been somewhat of a surprise to the trade, the month's supply being some 44,000 smaller than a year ago. The demand from packers has been decidedly active and prices have advanced sharply, followed by a corresponding advance in price for feeders. Compared with ten days ago the market is 15c.@25c. higher all around and the demand is greater than the supply for practically all classes of stock. Choice fat lambs are quoted up to \$5.75 and feeder lambs are selling up to \$4.85. Fat yearlings, bring \$4.35 and feeders \$4. Fat wethers bring \$4.25 and feeders \$3.75. Fat ewes bring \$3.90 and feeders up to \$3.50. The sharp advance in prices has created a somewhat easier feeling the past day or two, but in the main the demand is good and all offerings meet with a ready sale.

CATTLE SLAUGHTERED.

Special reports to The National Provisioner show the number of cattle slaughtered at the following centers for the week ending October 29:

Chicago	56,255
Omaha	18,375
Kansas City	41,465
St. Joseph	20,190
Cudahy	403
Sioux City	2,219
Wichita	895
Louisville	1,051
New York and Jersey City	9,227
Detroit	1,703
Buffalo	13,550

HOGS SLAUGHTERED.

Special reports to The National Provisioner show the number of hogs slaughtered at the following centers for the week ending October 29:

Chicago	99,914
Omaha	30,472
Kansas City	50,853
St. Joseph	26,840
Cudahy	7,736
Sioux City	8,175
Ottumwa	7,950

Cleveland	10,750
Cedar Rapids	7,277
Wichita	6,589
Bloomington	1,428
Indianapolis	21,034
Louisville	6,358
New York and Jersey City	28,748
Detroit	4,705
Buffalo	38,250

SHEEP SLAUGHTERED.

Special reports to The National Provisioner show the number of sheep slaughtered at the following centers for the week ending October 29:

Chicago	77,962
Omaha	24,133
Kansas City	16,975
St. Joseph	15,837
Cudahy	520
Sioux City	189
New York and Jersey City	36,040
Detroit	3,890
Buffalo	53,200

RECEIPTS AT CENTRES

SATURDAY, OCT. 29.				
Cattle.	Hogs.	Sheep.		
Chicago	500	9,000	3,000	
Kansas City	400	3,000	3,000	
Omaha	150	4,000	250	
MONDAY, OCT. 31.				
Chicago	30,000	33,000	25,000	
Kansas City	17,000	6,000	6,000	
Omaha	8,400	3,000	17,000	
TUESDAY, NOV. 1.				
Chicago	14,000	25,000	21,000	
Kansas City	19,000	11,000	8,000	
Omaha	4,000	5,700	12,000	
WEDNESDAY, NOV. 2.				
Chicago	19,000	21,000	22,000	
Kansas City	15,000	11,000	6,000	
Omaha	6,400	6,000	14,000	
THURSDAY, NOV. 3.				
Chicago	13,000	20,000	28,000	
Kansas City	9,000	9,000	2,000	
Omaha	3,700	5,500	11,000	
FRIDAY, NOV. 4.				
Chicago	6,000	19,000	9,000	
Kansas City	3,000	8,000	1,000	
Omaha	1,700	4,100	2,200	

NEW YORK LIVESTOCK

WEEKLY RECEIPTS TO OCTOBER 31, 1904.

	Beeves. Cows. Calves. Sheep. Hogs.
Jersey City	2,971 756 28,986 11,502
Sixteenth street	2,015 70 5,255 21,055
Fortieth street	— — — 14,456
Lehigh Valley	5,925 — — —
Weehawken	1,195 — — 1,400
Scattering	— — 66 80 2,700
Totals	12,060 135 6,077 37,470 28,748
Totals last week	11,364 140 5,467 41,400 33,747
	Live Live Qrs. of cattle. sheep. beef.
Schwarzchild & S., Ss. Cevic.	425 — —
Schwarzchild & S., Ss. Mesaba.	275 — 2,000
Schwarzchild & S., Ss. Toronto.	374 — —
Schwarzchild & S., Ss. St. Paul.	— — 1,500
Schwarzchild & S., Ss. British King	125 — —
J. Shamberg & Son, Ss. Cevic.	423 1,075 —
J. Shamberg & Son, Ss. Mesaba.	275 — —
J. Shamberg & Son, Ss. Toronto.	270 — —
J. Shamberg & Son, Ss. British King	135 325 —
J. Shamberg & Son, Ss. Thespis.	310 — —
J. Shamberg & Son, Ss. Maranhense.	100 — —
Morris Beef Co., Ss. Cevic.	— — 800
Morris Beef Co., Ss. Tentonic.	— — 1,500
Morris Beef Co., Ss. Celtic.	— — 3,800
Keuggen & Co., Ss. Hibernian.	250 — —
Armour & Co., Ss. Cevic.	— — 2,200
Aaron & Co., Ss. St. Paul.	— — 2,300
Swift Beef Co., Ss. Tentonic.	— — 1,100
Cudahy Packing Co., Ss. Umbria.	— — 1,400
L. S. Dillenbach, Ss. Manoa.	— — 80 —
Total exports	2,974 1,430 19,600
Total exports last week	1,736 1,194 17,328
Boston exports this week	3,167 1,150 9,000
Baltimore exports this week	1,749 1,525 —
Philadelphia exports this week	228 — —
Portland exports this week	665 1,304 —
Montreal exports this week	3,441 1,781 —
To London	4,525 1,475 5,200
To Liverpool	5,345 5,035 19,690
To Glasgow	984 — —
To Cardiff	204 325 —
To Hull	100 — —
To Manchester	1,133 — —
To Antwerp	270 325 —
To Southampton	— — 8,800
To Para, Brasil.	100 — —
To Bermuda, West Indies.	— 30 —
Totals to all ports	12,681 7,100 28,690
Totals to all ports last week	8,976 4,440 26,866

GENERAL MARKETS

LARD IN NEW YORK.

Western steam, \$7.55; city steam, \$7.12 1/2 @ 7.25, nominal; refined, Continent, tcs., \$7.70, do., South America, tcs., \$8.25; do., kegs, \$9.25; compound, \$5.87 1/2 @ 6.

HOG MARKETS, NOV. 4.

CHICAGO.—Receipts, 19,000; slow; generally steady; \$4.65 @ 5.25.

KANSAS CITY.—Receipts, 7,000; steady; \$4.70 @ 5.15.

OMAHA.—Receipts, 4,500; slow; \$4.85 @ 4.97 1/2.

INDIANAPOLIS.—Receipts, 4,000; steady; \$4.90 @ 5.35.

CLEVELAND.—Receipts, 50 cars; steady; \$5.20 @ 5.30.

EAST BUFFALO.—Receipts, 6,800; stronger; \$5.10 @ 5.50.

LIVERPOOL.

Liverpool, Nov. 4.—(By cable)—Beef extra India mess, 65s.; pork, prime mess, Western, 77s. 6d.; shoulders, 36s.; hams, s. c., 44s.; bacon, c. c., 47s.; long clear, light, 47s. 6d.; do., heavy, 46s. 6d.; short ribs, 47s.; backs, 42s. 6d.; bellies, 47s. 6d.; turpentine, 39s. 3d.; rosin, common, 7s. 3d.; lard, prime Western, tcs., 37s.; do., 28-lb. pails, 37s.; cheese, white, 43s. 6d. Cheese, colored, 45s. 6d.; American steam lard (Hamburg 50 kilos.), 36 1/2 marks; tallow, 21s. 6d.; tallow, Australian (London), 26s.; cottonseed oil (Hull), 16s. 3d.; linseed oil (London), 15s. 1 1/2d.; Calcutta linseed, spot, 31s. 9d.; petroleum, refined (London), 5 11-16d.

FRIDAY'S CLOSINGS.

Provisions.

Market for hog products had a weak look to-day under expectations of larger hog receipts, with a dull speculation. Early in the day prices were down 15 @ 17c. for pork, 7 @ 10 points for lard and 5 @ 7 points for ribs.

Cottonseed Oil.

Quiet and easier, with the small decline of 1/4c. Prime yellow in New York, November, 26 1/2 @ 27c.; December, 27 @ 27 1/2c.; January, 27 1/2 @ 28c.; March, 28 1/2 @ 29c.; May, 29 1/4 @ 29 1/2c.; sale, 200 bbls., May delivery, 29 1/2c.

Tallow.

Market not changed to-day from the features noted in our weekly review. For city, hhds., 4 1/4c. would be paid. Weekly contract deliveries of city, hhds., were made at 4 1/4c.

Oleo Stearine.

Quiet at 7 1/2c. in New York, basis last sales of out-of-town make. The city pressers ask 7 1/4c.

CHEMICALS AND SOAP SUPPLIES.

(Special to The National Provisioner.)

New York, Nov. 4.—The market for chemicals and soapmakers' supplies is as follows:

74 per cent. caustic soda at \$1.85 to \$1.90 for 60 per cent.

76 per cent. caustic soda at \$1.90 to \$2 for 60 per cent.

60 per cent. caustic soda at 2 1/2c. lb.

98 per cent. caustic soda at 3 1/4c. lb. (powdered).

58 per cent. pure alkali, 90c. to \$1 for 48 per cent.

48 per cent. carbonate soda ash at \$1.10 per 100 lbs.

Borax at 8c. per lb.

Talc at 13c. per lb.

Palm oil in casks 5 3/4c. lb.; barrels, 6 1/2c. lb.

Green olive oil at 56c. to 57c. per gal.

Yellow olive oil at 55c. per gal.

Green olive oil foots at 5 3/4c. lb.

Ceylon cocoanut oil at 7 1/2c. lb.

Cochin cocoanut oil at 7 1/2c. to 7 1/4c. lb.

Cottonseed oil at 29c. to 31c. per gal.

Corn oil at 3.90c. per lb.

Rosin: K, \$4.50; M, \$4.80; N, \$5; WG, \$5.25; WW, \$5.50 per 280 lbs.

BALTIMORE FERTILIZER MARKET.

(Special Letter to The National Provisioner from Theo. H. White & Co.)

Baltimore, Md., Nov. 3.—The ammoniate market during October has shown considerable activity. The demand from the South continued throughout the month in spite of of constantly ascending prices, and the volume of business was large. At the close stocks appear pretty well cleaned up, and producers' views are strong, although the demand seems to have eased up somewhat. We quote:

Underground tankage, 9 and 20, \$2.20 and 10, \$2.25 and 10 per unit f. o. b. Chicago; ground tankage, 7 and 30, \$2.10 and 10 per unit f. o. b. Chicago; do., 10 and 20, \$2.35 and 10 per unit f. o. b. Chicago; do., 11 and 10, \$2.45 and 10 per unit f. o. b. Chicago; ground concentrated tankage, \$2.45 @ 2.50 per unit f. o. b. Chicago; ground blood, \$2.70 per unit f. o. b. Chicago; hoof meal, \$2.45 per unit f. o. b. Chicago.

Nitrate of Soda.—The market is strong, and volume of business large. We quote according to grade and time of delivery: 96 per cent., \$2.27 1/2 per 100 lbs.; 96 per cent., \$2.30 per 100 lbs.

Sulphate of Ammonia.—Cables this week advise market active with upward tendency, and quote November, December and January at \$3.07 1/2 to \$3.10 c. i. f. Baltimore and New York.

THE GLUE MARKET.

(Special Letter to The National Provisioner.)

There is an increased interest and demand among glue manufacturers on all classes of raw material. Prices on glue stock in general are firm. Present indications on the lower and medium glues are for higher prices, and the market on these grades has slightly advanced. Gelatine glues are in fair demand. White glues are steady. Cabinet glues hold their own, with prospects for higher prices. Quotations are as follows:

Gelatine glue, extra, 22 @ 30c.; No. 11, 18 @ 22c.; regular, 16 @ 18c. White, first, 12 1/2 @ 15c.; second, 11 @ 12 1/2c.; third, 9 @ 11c. Cabinet, high test, 14 1/2 @ 16 1/2c.; medium test, 11 1/2 @ 14 1/2c.; ordinary, 9 1/2 @ 11 1/2c. Sizing, medium, 6 1/2 @ 7 1/2c.; brown, 7 1/2 @ 8 1/2c.; dark, 8 1/2 @ 9 1/2c.

COTTONSEED OIL SITUATION.

(Continued from page 34.)

considerable decline in those articles before same can effect the cotton oil market.

Bears claim that the crush will be large, and that there will be plenty of oil to go around and more than can be readily consumed. This is the season of heavy production, and naturally supplies ought to be large, but the question is whether it will continue to be so. The cotton receipts are beginning to fall off, and same may be the case with cotton seed.

Bulls point out the enormous demand for oil for both prompt and forward deliveries from Europe and also from soapmakers and other domestic buyers here, and the speculative buying of March and May options on the part of the South seems to indicate great confidence in the ultimate outcome of the prices of oil.

We hardly look for very much change in price for some time to come. It is hardly a favorable moment for a bull campaign just yet, and the good demand seems to exclude any possibility of any decline in prices. We will have small fluctuations from time to time, but oil seems to be on a level where it can be readily bought and sold.

Closing prices at noon to-day were as follows: Prime summer yellow cottonseed oil, November, 27c. bid and 27 1/4c. asked; December, 27 1/2c. bid and 27 3/4c. asked; January, 28c. bid and 28 1/4c. asked; March, 29c. bid and 29 1/4c. asked; May, 29 1/2c. bid and 29 3/4c. asked.



RETAIL SECTION

THE MODERN BUTCHER.

As the world gets older it is natural to assume that things mundane improve in corresponding ratio. In the matter of economic production in the larger industries the advance of science and the utilization of new methods has brought about wonderful results. We can see them in almost every branch of industry and in some much more than others. Many readers well recall the old-time slaughterhouse with its noisome odors and objectionable exudations and the oft-repeated demand made in every section of the country that such institutions be removed beyond the limits of towns and cities because they were a menace to health and consequently considered in the category of "offensive industries."

In those times the average butcher of the smaller town or city was his own slaughterer, killing perhaps less than a dozen head of cattle a week. His plant was crude and so were his methods. His hide "take-off" was careless and little regard was paid to the matter of stripping a carcass "clean." This necessarily resulted in poor prices for his hides and the fact that killings were small, coupled with the expense of marketing, demanded that a large quantity be accumulated before they were marketed.

The value of by-products might in a general way have been known to the old-time butcher, but if so he paid little heed to the fact, possibly owing to the circumstance that in a small business they could not be turned to account. Hence it was that blood, bones, offal, fat, etc., were allowed to lie around in a decaying condition, often polluting the nearest stream, thereby affording ample ground for complaint and much work for local boards of health.

The business has certainly undergone a marked change in late years. Of course, such places as we have pictured have not wholly disappeared, but the cry for higher and better sanitary ideas is heard in every State in the Union, and cleanliness must predominate. Those who would remain must hearken to the call. Of course, no matter how much science does in the direction of almost totally deodorizing slaughter and packing houses, the person with the supersensitive olfactory nerves will always be in evidence, ready to complain under any and all circumstances.

In succession to the butcher of ye olden time, who was both wholesaler and retailer in one, and as an outcome of the evolution under notice, we find to-day the lines closely drawn between the wholesaler and retailer. The retailer of the period is seldom a slaughterer, and if he is, his business is certain to be conducted along the most modern lines. The average modern retail butcher is as different from the butcher of fifty years ago as he can possibly be. He understands the

anatomy of every carcass cut up on his premises, knows how to cut for profit, studies market conditions, knows the value of fat and other by-products, keeps his shop clean and tidy and is equally so himself. He understands his customers and how far he can go with each in the matter of credits. The methods of the large wholesale concerns are an open book to him, a school, in fact, and he endeavors to regulate his own business by adopting the examples of business methods which are daily brought to his notice.

There is, of course, still much room for improvement, but all things considered, retail butcherdom has kept pace with the march of progress which persistently evolutionizes and demands betterment in every avenue of human effort.

SAYS THE SCHEME FAILED.

It was reported that the co-operative meat shops started in Oakland, Calif., by the striking meat workers had been a big financial success. These reports came from union sources. The other side now declares that the scheme has been a sad failure.

C. F. Carl, secretary of the Citizens' Alliance of Oakland, has been investigating the case. He reports that the end is about reached in Oakland, and the promoters are making an effort to establish a similar concern in San Francisco. Carl says that J. Shithies and Paul Wuthe, whose shops were purchased by the co-operative promoters and who were made managers of the two shops, have quit the co-operative, and claim that they have not been settled with in full. Three other employees have quit and returned to work for open shop houses. These employees inform Carl that they have put claims in the hands of attorneys for the collection of salary due them. Wuthe says he is going to start a new shop next door to the one the Union Co-Operative bought of him.

BIG RETAIL DEAL.

The retail meat stores of Shappell, Nagel & Co., in Cincinnati, O., have been absorbed by the Kroger Grocery and Baking Company, of that city, who will in future operate them in connection with their grocery business. Shappell, Nagel & Co. own and operate eleven retail meat stores and market stands in addition to a slaughter house and refrigerating plant at Camp Washington. The merger is said to involve something like \$100,000, although the details are not known.

Under the deal Adam Nagel will become vice-president of the Kroger Company, in charge of the meat department. His partners, Elmer E. Shappell and Gustav Juengling, also go into the company, and will be

actively identified with the meat department. The Kroger Company already owns 60 retail grocery stores, and will continue the operation of the stores and stands of the merged company.

President B. H. Kroger confirmed the deal, but did not state whether the capitalization of the company would be increased to take over the meat business, but this is not believed necessary, as the Kroger Company is said to be well equipped in a financial way and able to care for the addition without trouble. The company is capitalized at \$1,000,000. This is divided into \$600,000 of common stock, nearly all of which is owned by Mr. Kroger, and \$500,000 in 6 per cent. cumulative preferred stock.

OTTENHEIMER ORDERS.

Ottenheimer Bros., Baltimore, Md., the well-known dealers in butchers fixtures and supplies, have recently installed their entire fixtures, boxes, etc., for Fisher's Meat Market at 846-848 Penn street, Reading, Pa. The boxes have mirror fronts and the other fixtures are in marble and oak. This is one of the finest shops in Pennsylvania.

Ottenheimer Bros. have also just installed a complete abattoir for R. Castleburg's Sons, at Richmond, Va. They report this as the busiest season of the year, having many contracts on hand.

KANSAS CITY BUTCHERS ARRESTED.

Six Kansas City meat dealers were arrested Tuesday on warrants issued on complaint of meat inspectors alleging that they have violated the city ordinance which makes it an offense to use sulphurous acid or other poisonous substances in meats. It is alleged that the butchers have used injurious ingredients in the manufacture of sausage. The dealers were arraigned in police court and ordered to appear for trial Thursday morning. They pleaded not guilty to violating the ordinance.

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RAPID DUPLICATING

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LOCAL AND PERSONAL.

Charles Z. Koons has opened a market in Greenburg, Pa.

William E. Haywood has bought the market of George H. Averill at Salem, Mass.

Cureton & Bradley have bought the shop of O. Ashenhurst at Lorena, Tex.

Dr. W. E. Walker has bought a market at Canaan Four Corners, N. Y.

Roy Matthews, of Pittston, Pa., will soon open a market.

John G. Spencer, of Westbrook, Ga., has purchased Elmer A. Lynn's shop.

Louis Block is about to start a retail store at North Plainfield, N. J.

Fred. Williams, of Canisteo, N. Y., will open a shop in Addison, N. Y.

William Speer will open a meat market in the East End, Altoona, Pa.

J. Curtis, of Windsor, will open a meat market at Kirkwood, N. Y.

Lewis E. Allen, doing business as Lewis E. Allen & Co., groceries and provisions, Somerville, Mass., has assigned to Wilfred B. Rich for the benefit of creditors.

John Herlich, a butcher, of Bellmore, L. I., is missing.

Fred. Walde has started a shop at Superior, Wis.

W. J. Newcomer has opened a market at Du Bois, Pa.

A. K. Jackson and Theodore Thayer, of South Paris, Me., have bought Hussey's meat market.

Irving B. Dill has sold his shop at Doylestown, Pa., to Horace Cressman, of Pleasant Valley.

Walter & Brodhead have opened a market in Deer Park, Wash.

Frank Mason, of Lane, Ida., has sold his market to Miller & Triplett.

H. B. Anthony has purchased the meat business in Oswego, Ore., of Papp & Sandstrom.

C. E. Belding has sold his shop at Ontario, Ore., to Van Buren & Nichols.

F. J. Nelson has purchased the market of J. A. Gain in Oregon City, Ore.

Anderson, Eades & McIntyre have sold their business at Prairie City, Ore., to F. Waldon.

Mayfield Bros. have sold their shop at Bend, Ore., to C. H. Erickson.

John Coalson has purchased the trade of R. R. Search in Almena, Kas.

H. F. Volberding has sold his market at Linn, Kas., to D. Shields & Son.

Wallace Bros. have purchased the market of W. R. Thurman in Joplin, Mo.

Isaac Bragg, of Kirkville, Mo., has sold his shop to Wm. Houser.

John Nelson has purchased the meat market of P. Delaney in Cordova, Neb.

E. D. Clay has been succeeded in the meat and grocery business at Seymour, Mo., by Clay & Phillips.

E. M. Bloom has succeeded to the shop and grocery store of Bloom Bros., Texarkana, Tex.

Kelley & Campbell have sold their meat and grocery business in Colorado Springs, Colo., to W. S. Compton.

Cundall & Moon have purchased the shop at Lafayette, Colo., of Owens & Kneebone.

Harper Bros. have been succeeded in the butcher business in Crawfordville, Ia., by Harper & Yeager.

J. M. Bender has purchased the market of Zehr Bros., at Milford, Neb.

Cox & Burke have succeeded to the meat business of Ralph, Cox & Co., in Palmer, Neb.

Pack Puddy has purchased a half interest in the meat business of D. B. McKenzie at Bartlett, Tex.

C. M. Jensen, of Dunlap, Ia., has sold his shop to F. W. Dodge.

J. B. Johnson has purchased the market of Milton Jones at Williamsburg, Ia.

Hoffman & Son have sold their grocery and meat business in Wichita, Kas., to R. M. Ballard.

Hogan & Smith have succeeded to the shop of Hogan & Kealher, of York, Neb.

W. D. Sharp have succeeded to the shop of Sharp & Scott in De Queen, Ark.

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TRIMMINGS.

An important joint meeting of the Grocers', Butchers', Merchants' and Manufacturers' Associations of Little Falls, N. Y., was held in that city last week. These different bodies are working in unison on several propositions affecting their common interest.

The case made against C. H. Meekel, an Atlanta, Ga., butcher, charged with violating a city ordinance in selling bad meats, was dismissed by Recorder Broyles, but not before he had warned Meekel to be more careful in the future.

A glue factory was burned out in New York last week, but the comic papers failed to note that the firemen stuck to their posts.

The new excise law of Massachusetts, which becomes operative on December 1st, makes the giving away of trading stamps or coupons of any kind illegal. This law has been construed as applying to every branch of industry and retailing carried on in the State.

Ten thousand packinghouse employees were recently vaccinated. The virus market is evidently getting a good impetus from the packing trade.

At the regular October meeting of the Butchers', Grocers' and Marketmen's Association of Rhode Island, held in Providence, the principal business was a general discussion of plans for the food exhibit to be given under the auspices of the association in Infantry Hall, Feb. 6 to Feb. 18, 1905. Much interest is being taken in the exhibition, and it promises to be highly successful. C. H. Green, of Brooklyn, and E. J. Rowe, of Detroit, Mich., have been engaged by the local association to manage the affair.

The butchers of Peoria, Ill., enter a denial of the story that there has been a recent cut in the price of meat of 2½ cents all along the line. There was a reduction at the time the meat strike was broken, but that was weeks ago. The cut was not made by the association as a whole, but by individuals.

J. H. Larney, who conducts a meat market in San Francisco, has resigned as secretary of the San Francisco Butchers' Exchange. Mr. Larney gives as a reason that he found that his business has suffered because of his prominence as a leader of an organization that was formed to fight the Butchers' Union and union principles generally. Rather than suffer further financial loss and possible ruin, he concluded to resign the secretaryship of the Exchange.

